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 THE CANADIAN  
TRADE COMMISSIONER  
SERVICE

## OUR OFFICES ABROAD 2001

600 free market studies  
500 professionals in 135 cities

[www.infoexport.gc.ca](http://www.infoexport.gc.ca)



Department of Foreign Affairs  
and International Trade

Ministère des Affaires étrangères  
et du Commerce international

Canada





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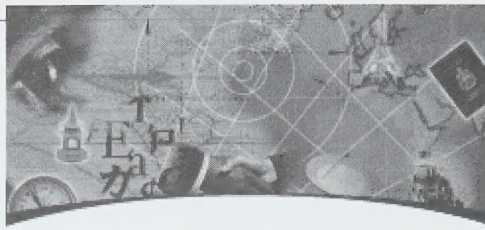
## OUR OFFICES ABROAD

2001

### **Our Service Commitment**

- We will contact you within five working days of receiving your Enquiry
  - We treat all requests confidentially
  - All of our trade offices abroad provide six core services

**The Trade Commissioner Service welcomes your feedback!**  
**Please call us with your comments. 1 888 306-9991**



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## A WORLDWIDE NETWORK OF PROFESSIONALS

Over 300 Canadian Trade Commissioners work for Canadian business in 133 cities around the world. As part of the Department of Foreign Affairs and International Trade, these Canadian trade commissioners work alongside commercial officers who know local customs and business practices. Their job is to promote the economic interests of Canada in the global marketplace. Details are available at [www.infoexport.gc.ca](http://www.infoexport.gc.ca)

### Core Services

**Market Prospect** — We'll help you assess your potential in your target market. We may have market reports available for some sectors. *Should you need additional market research, we can refer you to local consultants.*

**Key Contacts Search** — Need a list of qualified contacts in your target market? We can get it. These sources have the local knowledge you need to refine and implement your market entry strategy. *We'll let you know of any charges for access to specialized databases.*

**Local Company Information** — We'll provide information on foreign organizations or companies you have identified. *You will always be informed of any access charges to specialized databases. Credit checks are generally referred to specialized agencies.*

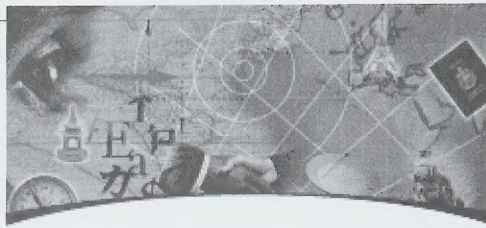
**Visit Information** — Once you decide to visit the country you want to do business in, we can provide practical advice on timing and organizing your trip. *Please use your travel agent to make appropriate hotel and travel arrangements.*

**Face-to-face Briefing** — One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. *Simply notify our office of your visit at least two weeks before your departure.*

**Troubleshooting** — Do you have an urgent business or market access problem? Call us for help. *We cannot enter into private disputes or act as customs brokers, sales agents, collection agents or lawyers.*

### Additional Services

For the following services, our offices will refer you to third parties who generally charge a fee: extensive program of appointments, logistical support, business support services, participation in events, temporary office or display space. In markets where this is not possible, our office will arrange for these services at a cost.



## HELPING COMPANIES THAT HAVE RESEARCHED AND SELECTED THEIR TARGET MARKETS

The Canadian Trade Commissioner Service works with companies that can demonstrate their commitment to succeed in the global marketplace. Whether you're a small or large company, new or experienced in foreign markets, you need to prepare for the challenges of international business. Trade commissioners can help you.

To maximize your results with trade commissioners, follow these three simple steps:

### 1. Research and select your target markets

**Call Team Canada Inc 1 888 811-1119 or do your research at [exportsource.gc.ca](http://exportsource.gc.ca)**

Get in touch with Team Canada Inc to access the Government of Canada's full range of international business development services. An officer can answer your questions about trade missions and events, market reports, export education, and financing, or can direct you to the right contact.

### 2. Register with WIN Exports — [www.infoexport.gc.ca/winexports](http://www.infoexport.gc.ca/winexports)

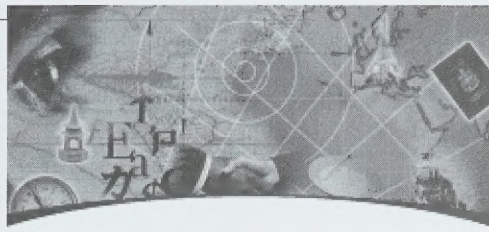
Trade commissioners use WIN Exports as their client management database. It's your chance to let them know about your company. By registering with WIN, you will also make sure that trade commissioners can send you timely business leads.

### 3. Help us serve you better

Make sure you describe your company and your plans when contacting our offices abroad. To help you prepare, here are typical questions asked by foreign clients and contacts:

- What is unique or special about your company, product or service?
- Who are the end-users of your product or service? Who do you sell to in Canada and abroad, and how?
- Which countries or regional markets (e.g. Northwestern U.S.) are you targeting and why? What do you know about your target market?
- How do you plan to enter the market: export, license, joint venture or investment?
- How would you describe the typical buyer, distributor, agent or partner you want to work with in your target market?
- When do you plan to visit the market? Have you considered adapting your product or service literature to the market at that time?





## WIN IN FOREIGN MARKETS

Many of our most successful clients compete and win in foreign markets every day. Here are their tips for success.

### **Zoom in on the most promising markets**

Successful companies concentrate on entering one foreign market at a time, moving on to the next only after succeeding in the last.

### **Learn from successful companies**

Talk to Canadian companies that have succeeded in your target market. Many are willing to share what works and what doesn't. Contact your industry association to find names of successful companies.

### **Plan the financial resources you'll need**

Exploring foreign markets can take longer and cost more than expected. Be prepared for significant costs for market research, product launchings and several personal visits.

### **Gear up for demand**

Be prepared to meet the increased demand from a successful foreign sale. Don't forget to plan how you will adapt your products or services to the needs and tastes of the target market.

### **Make personal visits**

Building business relationships in foreign markets is best done face to face. Faxes, e-mails and phone calls are great for follow-ups but nothing beats meeting in person.

### **Study the market and the culture**

Business people and customers in most foreign markets will appreciate and reward your efforts to learn about their country and their culture.

### **Set realistic expectations**

Developing foreign markets is a long-term commitment. It takes time, effort and money. Make sure senior management is committed. Be prepared for the long haul and make perseverance your critical success factor.

### **Your opinion counts!**

**We're always interested in your feedback, so that we can continuously improve our services.**

**Call our feedback line at 1 888 306-9991.**



**TO SAVE TIME AND MONEY,  
OBTAIN INFORMATION IN CANADA**

**Contact Team Canada Inc  
1 888 811-1119  
[exportsource.gc.ca](http://exportsource.gc.ca)  
for**

- Skills development
- Market information
- Counselling and advice
- Market entry services
- Trade financing





# THE CANADIAN TRADE COMMISSIONER SERVICE

## OUR OFFICES ABROAD

## ALPHABETICAL LISTING

### 2001

NOTE: All time differences are based on Eastern Standard Time (E.S.T.). Canada observes Daylight Savings Time from the first Sunday in April to the last Sunday in October. Consideration should be given to this Canadian custom when placing overseas calls. Not all provinces in Canada nor all countries in the world observe Daylight Savings Time.

#### Afghanistan

see Pakistan

#### Albania

see Italy

#### Algeria

##### The Canadian Embassy in Algeria

Street Address :  
18, Mustapha Khalef, Ben Aknoun,  
Algiers, Algeria

Mailing Address:  
B.P. 48, Alger-GARE,  
Algiers, Algeria, 16000

Tel: (011-213-21) 91-49-51/91-49-60  
Fax: (011-213-21) 91-47-20  
E-Mail: alger-td@dfait-maeci.gc.ca  
Web: <http://www.infoexport.gc.ca/dz>

Territories/Responsibilities : Algeria

Office Hours: Sun-Wed: 0800-1630; Thurs: 0800-1330

Time Difference (E.S.T.): +6

##### Mr. Gilles F Poirier

Trade Commissioner  
E-mail: gilles.f.poirier@dfait-maeci.gc.ca

##### Mr. Derek Zeisman

First Secretary (Commercial and Development)  
Environmental Industries; Service Industries and Capital  
Projects; Liaison with International Financial Institutions  
E-mail: derek.zeisman@dfait-maeci.gc.ca

##### Mr. Rachid Benhacine

Trade Officer  
Advanced Manufacturing Technologies; Aerospace and  
Defence; Automotive; Chemicals; Electric Power Equipment  
and Services; Information and Communications  
Technologies; Metals, Minerals and Related Equipment,  
Services and Technology; Oil and Gas Equipment and

Services; Plastics; Rail and Urban Transit; Science and  
Technology; Service Industries and Capital Projects  
E-mail: rachid.benhacine@dfait-maeci.gc.ca

##### Mr. Redha Ameur

Trade Officer  
Agriculture, Food and Beverages; Health Industries; Forest  
Industries; Fish and Seafood Products; Building Products;  
Agricultural Technology and Equipment  
E-mail: redha.ameur@dfait-maeci.gc.ca

##### Mrs. Rachida Aouameur

Trade Assistant  
E-mail: rachida.aouameur@dfait-maeci.gc.ca

#### Andorra

see Spain

#### Angola

see Zimbabwe

#### Anguilla

see Barbados

#### Antigua and Barbuda

see Barbados

#### Argentina

##### The Canadian Embassy in Argentina

Street Address :  
Tagle 2828,  
Buenos Aires, Argentina, C1425EEH

Mailing Address:  
Casilla de Correo 1598,  
Correo Central,  
Buenos Aires, Argentina, C1000WAP

Tel: (011-54-11)4805-3032  
Fax: (011-54-11)4806-1209

E-Mail: bairs-commerce@dfait-maeci.gc.ca  
Web: <http://www.dfait-maeci.gc.ca/bairs>

Territories/Responsibilities : Argentina, Paraguay

Office Hours: Mon-Thurs: 0830-1730; Fri: 0830-1400

Time Difference (E.S.T.): +2

##### Mr. Jean-Paul Hubert

Ambassador

##### Mr. Marcel Lebleu

Counsellor (Commercial/Economic)  
Market Access; Economic and Trade Policy

##### Ms. Nancy Kearnan

First Secretary Commercial  
Geomatics Attaché for Latin America

##### Mr. Carlos Miranda

Second Secretary (Commercial)  
Automotive; Government Procurement; Health Industries;  
Investment Promotion / Strategic Alliances; Liaison with  
International Financial Institutions; Science and Technology;  
Service Industries and Capital Projects

##### Mr. Bill Perkins

Senior Commercial Officer  
Aerospace and Defence; Electric Power Equipment and  
Services; Metals, Minerals and Related Equipment, Services  
and Technology; Ocean Technologies; Oil and Gas  
Equipment and Services; Rail and Urban Transit

##### Mr. Hans Glansdorp

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Bio-Industries; Building Products; Fish and  
Seafood Products

##### Mrs. Elena Masciarelli

Commercial Officer  
Advanced Manufacturing Technologies; Environmental  
Industries; Plastics; Service Industries and Capital Projects

##### Mrs. Monica Helft-Brummer

Senior Commercial Assistant



**Ms. Roxana Francile**

Information Centre Head  
Aboriginal Products, Services and Technologies; Advanced  
Materials; Chemicals; Consumer Products

**Mrs. Kathleen Gittins**

Commercial Assistant

**Ms. Astrid Liliedal**

Commercial Assistant

**Mrs. Sylvie Goulet**

Coordinator for Latin America

**Armenia**

see Russian Federation

**Australia**

**Canberra**

**The Canadian High Commission in Australia**

Street Address :  
Commonwealth Avenue,  
Canberra, ACT, Australia, 2600

Mailing Address:  
Commonwealth Avenue,  
Canberra, ACT, 2600, Australia

Tel: (011-61-2) 6270-4000  
Fax: (011-61-2) 6270-4069  
E-Mail: cnbra-td@dfait-maeci.gc.ca  
Web: http://www.canada.org.au

Territories/Responsibilities : The High Commission in Canberra is primarily involved in market access issues and the development of industrial, economic and scientific cooperation with Australia. It also handles business development and trade enquiries with respect to government and defence procurement, aerospace, agriculture and food products, fisheries and sea products, power and energy, oil and gas products, forest products and mining, metals and minerals, plus trade promotion and business development in Papua New Guinea, the Solomon Islands, Nauru, Vanuatu and New Caledonia. All other market enquiries are handled by the Consulate General of Canada in Sydney.

Office Hours: Mon-Fri: 0830-1630

Major Holidays: 2001-01-01, 2001-01-26, 2001-03-19,  
2001-04-13/16, 2001-04-25, 2001-06-11, 2001-07-02, 2001-  
10-01, 2001-12-25/26.

Time Difference (E.S.T.): +16

**Mr. James Graham**

Counsellor (Commercial)

**Mr. Wayne Robson**

First Secretary (Commercial / Economic)  
Trade Policy Officer  
Economic and Trade Policy

**Ms. Jenny Brown**

Commercial Officer  
Aerospace and Defence

**Mr. Gregory Luz**

Commercial Officer  
Forest Industries; Metals, Minerals and Related Equipment,  
Services and Technology; Oil and Gas Equipment and  
Services

**Sydney**

**Consulate General of Canada in Sydney**

Street Address :  
Level 5, Quay West,  
111 Harrington Street,  
Sydney, NSW, 2000, Australia

Mailing Address: (same as above)

Tel: (011-61-2) 9364-3000  
Fax: (011-61-2) 9364-3097  
E-Mail: sydney-td@dfait-maeci.gc.ca  
Web: http://www.canada.org.au

Territories/Responsibilities : New South Wales, Northern  
Territory, Queensland, Victoria, Western Australia, South  
Australia, Tasmania

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): +16

**Mr. John Mundy**

Consul General

**Mr. Gregory Goldhawk**

Consul  
Senior Trade Commissioner  
Liaison with International Financial Institutions; Investment  
Promotion / Strategic Alliances  
E-mail: greg.goldhawk@dfait-maeci.gc.ca

**Mr. Robert G. Gow**

Commercial Officer  
Electric Power Equipment and Services; Environmental  
Industries; Metals, Minerals and Related Equipment,  
Services and Technology; Oil and Gas Equipment and  
Services  
E-mail: robert.gow@dfait-maeci.gc.ca

**Mr. Geoff S. Fox**

Commercial Officer  
Automotive; Bio-Industries; Chemicals; Health Industries;  
Plastics; Rail and Urban Transit  
E-mail: geoff.fox@dfait-maeci.gc.ca

**Mr. Kevin Skauge**

Commercial Officer  
Building Products; Service Industries and Capital Projects;  
Consumer Products  
E-mail: kevin.skauge@dfait-maeci.gc.ca

**Ms. Hurley Helena**

Commercial Officer  
Advanced Manufacturing Technologies; Agricultural  
Technology and Equipment  
E-mail: helena.hurley@dfait-maeci.gc.ca

**Mrs. Sharon Pinney**

Public Affairs, Culture and Communications Officer  
Arts and Cultural Industries; Aboriginal Products, Services  
and Technologies  
E-mail: sharon.pinney@dfait-maeci.gc.ca

**Mrs. Jennifer Mittleholt**

Commercial Assistant  
Investment Promotion / Strategic Alliances  
E-mail: jennifer.mittleholt@dfait-maeci.gc.ca

**Austria**

**The Canadian Embassy in Austria**

Street Address :  
Laurenzerberg 2,

A-1010 Vienna, Austria

Mailing Address: (same as above)

Tel: (011-43-1) 531-38-3355  
Fax: (011-43-1) 531-38-3906  
E-Mail: vienn-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/at

Territories/Responsibilities : Austria

Office Hours: Mon-Fri: 0800-1700

Time Difference (E.S.T.): +6

**Mr. Paul Dubois**

Ambassador

**Mr. Gregory Kostyrsky**

Counsellor (Commercial / Economic)  
Economic and Trade Policy

**Mr. Roland J. Rossi**

Business Development Officer  
Advanced Manufacturing Technologies; Aerospace and  
Defence; Health Industries; Information and  
Communications Technologies

**Ms. Susanne Knobloch**

Marketing and Communications Officer  
Agriculture, Food and Beverages; Arts and Cultural  
Industries; Fish and Seafood Products; Consumer Products

**Ms. Gerda Rehling**

Business Development Assistant

**Azerbaijan**

see Turkey

**Bahamas**

see Jamaica

**Bahrain**

see Saudi Arabia

**Bangladesh**

**The Canadian High Commission in Bangladesh**

Street Address :  
House CWN 16/A, Road 48, Gulshan,  
Dhaka, Bangladesh

Mailing Address:  
G.P.O. Box 569,  
Dhaka, Bangladesh

Tel: (011 88 02) 988-7091 up to 97  
Fax: (011 88 02) 882-3043  
E-Mail: dhaka-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/bd

Territories/Responsibilities : Bangladesh

Office Hours: Sun-Thurs: 0800-1600

Major Holidays: 2001-02-21, 2001-03-17, 2001-03-26,  
2001-04-14, 2001-04-16, 2001-05-01, 2001-08-15, 2001-08-  
22, 2001-10-08, 2001-12-16

Time Difference (E.S.T.): +11



**Mr. David Preston**

Head of Mission

**Mr. Tanweer Islam**

Senior Commercial Officer

E-mail: tanweer.islam@dfait-maeci.gc.ca

**Barbados****The Canadian High Commission in Barbados**

Street Address :  
Bishop's Court Hill,  
Bridgetown, Barbados

Mailing Address:  
P. O. Box 404,  
Bridgetown, Barbados

Tel: (1-246) 429-3550  
Fax: (1-246) 437-8474  
E-Mail: bdgtn-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/bridgetown

Territories/Responsibilities : Barbados, Anguilla, Antigua, Barbuda, British Virgin Islands, Dominica, Grenada, Guadeloupe, Martinique, Montserrat, St. Kitts and Nevis, St. Lucia, St. Maarten, St. Vincent and the Grenadines

Office Hours: Mon-Fri: 0800-1600

Time Difference (E.S.T.): +1

**Ms. Sandelle D. Scrimshaw**

High Commissioner

**Ms. Charlotte Hutson**

Commercial Officer

Aboriginal Products, Services and Technologies; Advanced Manufacturing Technologies; Advanced Materials; Agricultural Technology and Equipment; Agriculture, Food and Beverages; Arts and Cultural Industries; Automotive; Bio-Industries; Building Products; Chemicals; Consumer Products; Economic and Trade Policy; Electric Power Equipment and Services; Environmental Industries; Fish and Seafood Products; Forest Industries; Government Procurement; Health Industries; Information and Communications Technologies; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Market Access; Metals, Minerals and Related Equipment, Services and Technology; Ocean Technologies; Plastics; Rail and Urban Transit; Science and Technology; Service Industries and Capital Projects; Tourism  
E-mail: bdgtn-td@dfait-maeci.gc.ca

**Mrs. Elizabeth Clarke**

Commercial Assistant

E-mail: bdgtn-td@dfait-maeci.gc.ca

**Mrs. Arlene Graham**

Education Program Assistant

E-mail: bdgtn-td@dfait-maeci.gc.ca

**Belarus**

see Poland

**Belgium****Brussels****The Canadian Embassy in Belgium**

Street Address :  
2, de Tervuren Avenue,  
Brussels, Belgium, B-1040

Mailing Address:

2, av. de Tervuren,  
Brussels, Belgium, B-1040

Tel: (011-32-2) 741-0620  
Fax: (011-32-2) 741-0606  
E-Mail: bru.commerce@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/be

Territories/Responsibilities : Belgium, Luxembourg

Office Hours: Mon-Fri: 0830-1730

Major Holidays: 2001-1-1, 2001-4-13, 2001-4-16, 2001-5-1,  
2001-5-24, 2001-6-4, 2001-7-2, 2001-8-15, 2001-9-3, 2001-  
10-8, 2001-11-1, 2001-11-12, 2001-12-25, 2001-12-26

Time Difference (E.S.T.): +6

**Mr. Jacques Bilodeau**

Ambassador

**Mr. Paul Desbiens**

Counsellor (Commercial/Economic)

Aerospace and Defence; Economic and Trade Policy;  
Investment Promotion / Strategic Alliances  
E-mail: paul.desbiens@dfait-maeci.gc.ca

**Mr. Francis Keymolen**

Commercial Officer

Agriculture, Food and Beverages; Arts and Cultural Industries; Bio-Industries; Building Products; Consumer Products; Fish and Seafood Products; Forest Industries  
E-mail: francis.keymolen@dfait-maeci.gc.ca

**Mr. Bart Roefmans**

Commercial Officer

Health Industries; Service Industries and Capital Projects;  
Science and Technology; Information and Communications Technologies  
E-mail: bart.roefmans@dfait-maeci.gc.ca

**Ms. Fabienne de Kimpe**

Commercial Officer

Agricultural Technology and Equipment; Automotive; Bio-Industries; Chemicals; Electric Power Equipment and Services; Environmental Industries; Health Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Plastics; Rail and Urban Transit  
E-mail: fabienne.de-kimpe@dfait-maeci.gc.ca

**Mrs. Christiane Decker**

Commercial Assistant

E-mail: christiane.decker@dfait-maeci.gc.ca

**Mrs. Pascale Dehon**

Commercial Assistant

E-mail: pascale.dehon@dfait-maeci.gc.ca

**Mrs. Mylène M. Nyst**

Commercial Assistant

E-mail: mylene.nyst@dfait-maeci.gc.ca

**Brussels****The Permanent Mission of Canada to the European Union**

Street Address :  
2, de Tervuren Avenue,  
Brussels, Belgium

Mailing Address:  
avenue de Tervuren, 2,  
1040 Brussels, Belgium

Tel: (011-32-2) 741-0660  
Fax: (011-32-2) 741-0629

E-Mail: canada@mail.interpac.be

Web: http://www.dfait-maeci.gc.ca/eu-mission/

Territories/Responsibilities : European Union, the European Atomic Energy Community, the European Coal and Steel Community

Office Hours: Mon-Fri: 0900-1745

Time Difference (E.S.T.): +6

**Mr. James Karl Bartleman**

Ambassador

**Mrs. Laurette Glasgow**

Minister-Counsellor

Deputy Head of Mission

E-mail: laurette.glasgow@dfait-maeci.gc.ca

**Mr. Victor Jarjour**

Counsellor (Agriculture)

Head of Agriculture Section

Agriculture, Food and Beverages; Economic and Trade Policy

E-mail: victor.jarjour@dfait-maeci.gc.ca

**Ms. Claude Gagne**

Counsellor

Science and Technology

E-mail: claudette.gagne@dfait-maeci.gc.ca

**Mr. Rambod Behboodi**

Second Secretary

Regulatory Affairs

Economic and Trade Policy; Market Access

E-mail: rambod.behboodi@dfait-maeci.gc.ca

**Mr. Bernard Li**

Second Secretary (Resource Industries, Business Issues)  
Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services

E-mail: bernard.li@dfait-maeci.gc.ca

**Belize**

see Jamaica

**Benin**

see Côte d'Ivoire

**Bermuda**

see United States of America

**Bhutan**

see India

**Bolivia**

see Peru

**Bosnia and Herzegovina**

see Hungary

**Botswana**

see Zimbabwe

## Brazil

### Brasília, D.F.

#### The Canadian Embassy in Brazil

##### Street Address :

SES -Avenida das Nações, Quadra 803 - Lote 16,  
Brasília, D.F., Brazil, 70410-900

##### Mailing Address:

Caixa Postal 00961,  
Brasília, D.F., Brazil, 70359-970

Tel: (011-55-61) 321-2171

Fax: (011-55-61) 323-2029

E-Mail: brsla-t@dfait-maeci.gc.ca

Web: <http://www.dfait-maeci.gc.ca/brazil>

**Territories/Responsibilities :** The Canadian Embassy in Brasília is primarily involved in trade policy matters, market access issues, the development of industrial, economic and scientific co-operation, and trade enquiries with respect to government procurement.

**Office Hours:** Monday-Thursday: 0830-1730; Friday: 0830-1400

**Time Difference (E.S.T.):** +3

#### Mr. Jean-Pierre Juneau

Ambassador

#### Mr. David Weiner

Counsellor (Commercial and Economic)  
Trade Commissioner  
Economic and Trade Policy  
E-mail: david.weiner@dfait-maeci.gc.ca

#### Ms. Angela Ruth Ferraz A. dos Santos

Commercial Officer  
E-mail: angela.santos@dfait-maeci.gc.ca

#### Mr. Alexandre Nina

Trade Policy Analyst  
Economic and Trade Policy  
E-mail: alexandre.nina@dfait-maeci.gc.ca

#### Ms. Mirtes Barbedo

Trade Assistant  
E-mail: mirtes.barbedo@dfait-maeci.gc.ca

#### Ms. Silvia Reis

Cultural and Information Officer  
E-mail: silvia.reis@dfait-maeci.gc.ca

### Belo Horizonte

#### Canadian Government Trade Office in Belo Horizonte

##### Street Address :

Edifício Américo Renée Giannetti,  
Rua Timbiras 1200 - 4th Floor,  
Belo Horizonte, MG, Brazil, 30.140-060

##### Mailing Address:

Edifício Américo Renée Giannetti,  
Rua Timbiras 1200 - 4th Floor,  
Belo Horizonte, M.G., Brazil, 30.140-060

Tel: (011-55-31) 213-1651

Fax: (011-55-31) 213-1652

E-Mail: infocentre-spalo@dfait-maeci.gc.ca

Web: <http://www.dfait-maeci.gc.ca/brazil>

**Office Hours:** Mon-Thurs: 0900-1800; Fri: 0900-1430

**Time Difference (E.S.T.):** +3

#### Mr. Franz Brandenberger

Business Development Officer  
Electric Power Equipment and Services; Metals, Minerals  
and Related Equipment, Services and Technology

### Rio de Janeiro

#### Consulate of Canada in Rio de Janeiro

##### Street Address :

Rua Lauro Muller, 116/2707,  
Torre Rio Sul - Botafogo,  
Rio de Janeiro, RJ, Brazil, 22290-160

**Mailing Address:** (same as above)

Tel: (011-55-21) 543-3004

Fax: (011-55-21) 275-2195

E-Mail: rio@dfait-maeci.gc.ca

Web: <http://www.canada.org.br>

**Office Hours:** Mon-Thurs: 0900-1800; Fri: 0900-1430

**Time Difference (E.S.T.):** +3

#### Mr. Robert Langlois

Vice-Consul  
Assistant Trade Commissioner  
Aerospace and Defence; Oil and Gas Equipment and  
Services  
E-mail: robert.langlois@dfait-maeci.gc.ca

#### Ms. Júlia Mota

Commercial Officer  
Aerospace and Defence; Oil and Gas Equipment and  
Services  
E-mail: julia.mota@dfait-maeci.gc.ca

#### Ms. Ana Penalva

Commercial Assistant  
Aerospace and Defence; Oil and Gas Equipment and  
Services  
E-mail: ana.penalva@dfait-maeci.gc.ca

### Sao Paulo

#### Consulate General of Canada in Sao Paulo

##### Street Address :

Centro Empresarial Nações Unidas - Torre Norte, Avenida  
Nações Unidas, 12901, 16th Floor,  
Sao Paulo, SP, Brazil, 04578-000

Tel: (011-55-11) 5509-4321

Fax: (011-55-11) 5509-4260

E-Mail: infocentre-spalo@dfait-maeci.gc.ca

Web: <http://www.dfait-maeci.gc.ca/brazil>

**Territories/Responsibilities :** The Canadian Consulate General in Sao Paulo is responsible for trade development activities in all of Brazil, while the Embassy in Brasília is responsible for government procurement and trade policy issues. Business development Enquiries for all regions should therefore be directed to the Consulate General in Sao Paulo.

**Office Hours:** Mon-Thurs: 0900-1800; Fri: 0900-1430

**Major Holidays:** 2001-01-01, 2001-02-26, 2001-02-27,  
2001-04-13, 2001-04-16, 2001-05-21, 2001-07-02, 2001-09-07,  
2001-10-08, 2001-12-24, 2001-12-25

**Time Difference (E.S.T.):** +3

#### Mr. Jean-Michel Roy

Consul General

#### Mr. Claude Fontaine

Consul  
Senior Trade Commissioner  
Investment Promotion / Strategic Alliances; Liaison with  
International Financial Institutions

#### Mr. Todd Winterhalt

Vice-Consul and Assistant Trade Commissioner

#### Mr. John Ormond

Vice-Consul and Assistant Trade Commissioner

#### Mr. William A. Jackson

Senior Business Development Officer  
Information and Communications Technologies

#### Ms. Mariangela O. Lima

Business Development Officer  
Building Products; Environmental Industries

#### Mr. Charles E. Perry

Business Development Officer  
Automotive; Forest Industries; Plastics

#### Mr. Marcio A. Francesquine

Business Development Officer  
Consumer Products; Health Industries

#### Mr. Paulo Limas

Business Development Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages

#### Ms. Fernanda Whitaker

Business Development Officer  
Information and Communications Technologies

#### Mr. Maigon Pontuschka

Information and Communications Officer

## Brunei Darussalam

#### The Canadian High Commission in Brunei Darussalam

##### Street Address :

5th Floor, Jalan McArthur Building,  
No. 1, Jalan McArthur,  
Bandar Seri Begawan, Brunei Darussalam, BS8711

##### Mailing Address:

P.O. Box 2808,  
Bandar Seri Begawan, Brunei Darussalam, BS8675

Tel: (011-673-2) 220043

Fax: (011-673-2)-220040

E-Mail: bsbgn@dfait-maeci.gc.ca

Web: <http://www.infoexport.gc.ca/bn/>

**Territories/Responsibilities :** Brunei Darussalam

**Office Hours:** Mon-Fri: 0830-1700

**Time Difference (E.S.T.):** +13

#### Mr. Neil Reeder

High Commissioner  
E-mail: neil.reeder@dfait-maeci.gc.ca

#### Ms. Mew Yee Yap

Commercial Officer  
E-mail: mewyee.yap@dfait-maeci.gc.ca

#### Ms. Mee Ling Tang

Commercial Assistant/Secretary  
E-mail: esther.tangmeeling@dfait-maeci.gc.ca



**Bulgaria***see Romania***Burkina Faso****The Canadian Embassy in Burkina Faso**

Street Address :  
Ave Agostino Neto,  
Ouagadougou, Kadiogo, Burkina Faso

Mailing Address:  
01 P.O. Box 548,  
Ave Agostino Neto,  
Ouagadougou 01, Kadiogo, Burkina Faso

Tel: (011-226) 31 18 94  
Fax: (011-226) 31 19 00  
E-Mail: ouaga@dfait-maeci.gc.ca  
Web: <http://www.infoexport.gc.ca/bf>

Territories/Responsibilities : Burkina Faso

Office Hours: Mon-Tues & Thurs: 07h30-13h00 & 14h30-17h30; Wed & Fri: 07h30-13h30

Time Difference (E.S.T.): +5

**Mrs. Louise Minville**

First Secretary  
E-mail: louise.minville@ambassade-canada.bf

**Mr. Abdoul Aziz Diallo**

Trade Officer  
E-mail: aziz.diallo@ambassade-canada.bf

**Burundi***see Kenya***Cambodia****The Canadian Embassy in Cambodia**

Street Address :  
#9 R.V. Senei Vinnavut Oum (Street 254), Sangkat  
Chaktamouk, Khand Daun Penh,  
Phnom Penh, Cambodia

Mailing Address: (same as above)

Tel: (011 855 23) 213-470  
Fax: (011 855 23) 211-389  
E-Mail: cdnemb@bigpond.com.kh  
Web: <http://www.infoexport.gc.ca/kh>

Territories/Responsibilities : Cambodia  
Time Difference (E.S.T.): +12

**Mr. Normand Mailhot**

Ambassador

**Mr. Bunleng Men**

Commercial Officer

**Cameroon****The Canadian High Commission in Cameroon**

Street Address :  
Stamatiades Building, Hôtel de Ville Street,  
Yaoundé, Cameroon

Mailing Address:  
P.O. Box 572,  
B.P. 572 YAOUNDE,  
Yaoundé, Cameroon, 572

Tel: (011-237) 23 23 11  
Fax: (011-237) 22 10 90  
E-Mail: Honore.Mondomobe@dfait-maeci.gc.ca  
Web: <http://www.infoexport.gc.ca/cm/>

Territories/Responsibilities : Cameroon, Central African Republic, Chad

Office Hours: Mon-Thurs: 0730-1630; Fri: 0730-1300

Time Difference (E.S.T.): +6

**Mr. Michel Perrault**

High Commissioner  
E-mail: michel.perrault@dfait-maeci.gc.ca

**Mr. Honoré Justin Mondomobe**

Senior Commercial Officer  
Advanced Manufacturing Technologies; Advanced Materials;  
Agricultural Technology and Equipment; Building Products;  
Economic and Trade Policy; Electric Power Equipment and  
Services; Government Procurement; Information and  
Communications Technologies; Investment Promotion /  
Strategic Alliances; Liaison with International Financial  
Institutions; Market Access; Metals, Minerals and Related  
Equipment, Services and Technology; Oil and Gas  
Equipment and Services; Rail and Urban Transit; Science  
and Technology; Service Industries and Capital Projects;  
Space  
E-mail: Honore.Mondomobe@dfait-maeci.gc.ca

**Mr. Simon Suh Awanchiri**

Assistant Commercial Officer  
Advanced Manufacturing Technologies; Aerospace and  
Defence; Agriculture, Food and Beverages; Arts and Cultural  
Industries; Automotive; Bio-Industries; Building Products;  
Chemicals; Consumer Products; Environmental Industries;  
Fish and Seafood Products; Forest Industries; Health  
Industries; Investment Promotion / Strategic Alliances;  
Ocean Technologies; Plastics; Tourism  
E-mail: Simon.Awanchiri@dfait-maeci.gc.ca

**Cape Verde***see Senegal***Cayman Islands***see Jamaica***Central African Republic***see Cameroon***Chad***see Cameroon***Chile****The Canadian Embassy in Chile**

Street Address :  
Nueva Tajamar 481, 12th Floor, North Tower, Las Condes,  
Santiago, Chile

Mailing Address:  
Casilla 139, Correo 10,  
Santiago, Chile  
Tel: (011-56-2) 362-9660

Fax: (011-56-2) 362-9664  
E-Mail: santiago.commerce@dfait-maeci.gc.ca  
Web: <http://www.dfait-maeci.gc.ca/santiago/>

Territories/Responsibilities : Chile

Office Hours: Mon-Thurs: 08:30-17:30; Fri: 08:30-13:00

Time Difference (E.S.T.): +2

**Mr. Paul Durand**

Ambassador

**Mr. Randy Harwood**

Counsellor (Commercial)  
Trade Commissioner  
Aerospace and Defence; Investment Promotion / Strategic  
Alliances; Liaison with International Financial Institutions;  
Service Industries and Capital Projects

**Ms. Michelle Cooper**

Second Secretary (Commercial)  
Trade Commissioner  
Economic and Trade Policy; Market Access

**Ms. Nathalie Béchamp**

Third Secretary (Commercial)  
Trade Commissioner  
Advanced Manufacturing Technologies; Agricultural  
Technology and Equipment; Agriculture, Food and  
Beverages; Fish and Seafood Products; Information and  
Communications Technologies

**Mr. Gonzalo Munoz**

Commercial Officer  
Electric Power Equipment and Services; Metals, Minerals  
and Related Equipment, Services and Technology

**Mrs. Margot Edwards**

Commercial Officer  
Arts and Cultural Industries; Bio-Industries; Chemicals;  
Environmental Industries; Health Industries; Plastics

**Mr. Patricio Canete**

Commercial Officer  
Building Products; Forest Industries

**Ms. Renée Plouffe**

Manager Canadian Education Center

**China****Beijing****The Canadian Embassy in China**

Street Address :  
19 Dongzhimenwai Dajie,  
Chaoyang District,  
Beijing, China, 100600

Mailing Address: (same as above)

Tel: (011-86-10) 6532-3536  
Fax: (011-86-10) 6532-4072  
E-Mail: beijing-td@dfait-maeci.gc.ca  
Web: <http://www.canada.org.cn>

Territories/Responsibilities : China (Municipalities of Beijing  
and Tianjin); Provinces/Regions of Gansu, Guizhou, Hebei,  
Heilongjiang, Henan, Hubei, Hunan, Jilin, Liaoning, Nei  
Monggol (Inner Mongolia), Ningxia, Qinghai, Shaanxi,  
Shandong, Shanxi, Xinjiang, Xizang (Tibet); Mongolia

Office Hours: Mon-Fri: 0800-1630

Time Difference (E.S.T.): +13

**Mr. Howard Balloch**  
Ambassador

**Mr. Robert Mackenzie**  
Minister (Commercial)  
E-mail: robert.mackenzie@dfait-maeci.gc.ca

**Ms. Diane Jessen**  
Attaché  
Administrative Assistant  
E-mail: diane.jessen@dfait-maeci.gc.ca

**Mr. Ron Hoffmann**  
Counsellor (Commercial and Economic)  
Deputy Program Manager  
Economic and Trade Policy; Electric Power Equipment and Services; Investment Promotion / Strategic Alliances; Market Access  
E-mail: ron.hoffmann@dfait-maeci.gc.ca

**Ms. Chen Qi**  
Commercial Officer  
Market Access; Electric Power Equipment and Services; Economic and Trade Policy; Investment Promotion / Strategic Alliances  
E-mail: qi.chen@dfait-maeci.gc.ca

**Mr. Bruce Howard**  
Counsellor (Commercial)  
Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: bruce.howard@dfait-maeci.gc.ca

**Mr. Adrian Kenworthy**  
Commercial Advisor (Agriculture)  
Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: adrian.kenworthy@dfait-maeci.gc.ca

**Ms. Wang Pei**  
Commercial Officer  
Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: pei.wang@dfait-maeci.gc.ca

**Ms. Terry Brophy**  
Counsellor (Commercial)  
Building Products; Forest Industries; Health Industries  
E-mail: terry.brophy@dfait-maeci.gc.ca

**Mrs. Jun Xia Jiang**  
Commercial Officer  
Building Products; Forest Industries; Health Industries  
E-mail: jun-xia.jiang@dfait-maeci.gc.ca

**Mrs. Alison Nankivell**  
Regional Manager, China, Export Development Corporation  
E-mail: alison.nankivell@dfait-maeci.gc.ca

**Mr. Martin Moen**  
First Secretary (Economic)  
Financial Services, Legal Services  
E-mail: martin.moen@dfait-maeci.gc.ca

**Mr. Jean Marchand**  
First Secretary (Economic Affairs & Cooperation - Quebec)  
E-mail: jean.marchand@dfait-maeci.gc.ca

**Mr. Liu Tongbo**  
Commercial Officer - Quebec  
E-mail: tongbo.liu@dfait-maeci.gc.ca

**Mrs. Catherine Zhang**  
Commercial Assistant - Quebec  
E-mail: catherine.zhang@dfait-maeci.gc.ca

**Mr. David Wong**  
First Secretary (Economic Affairs - Alberta)

E-mail: david.wong@dfait-maeci.gc.ca

**Ms. Guan Hua**  
Commercial Officer  
E-mail: hua.guan@dfait-maeci.gc.ca

**Mr. Rob Hand**  
First Secretary (Agriculture - Alberta)  
E-mail: rob.hand@dfait-maeci.gc.ca

**Ms. Leanne Salnick**  
Commercial Assistant - Alberta  
E-mail: leanne.salnick@dfait-maeci.gc.ca

**Mr. David Hamilton**  
Second Secretary (Commercial)  
Chemicals; Environmental Industries; Oil and Gas Equipment and Services  
E-mail: david.hamilton@dfait-maeci.gc.ca

**Ms. Qing Ren**  
Commercial Officer  
Chemicals; Environmental Industries; Oil and Gas Equipment and Services

**Mr. Murray King**  
Second Secretary (Commercial)  
Advanced Manufacturing Technologies; Aerospace and Defence; Automotive; Rail and Urban Transit  
E-mail: murray.king@dfait-maeci.gc.ca

**Ms. Zhang Xiaojie**  
Commercial Officer  
Aerospace and Defence; Automotive; Advanced Manufacturing Technologies; Rail and Urban Transit  
E-mail: xiaojie.zhang@dfait-maeci.gc.ca

**Ms. Rosaline Kwan**  
Second Secretary (Commercial)  
Information and Communications Technologies; Space  
E-mail: rosaline.kwan@dfait-maeci.gc.ca

**Ms. Zhang Jianqing**  
Commercial Officer  
Information and Communications Technologies; Space  
E-mail: jianqing.zhang@dfait-maeci.gc.ca

**Mr. Marc Parisien**  
Second Secretary (Commercial)  
Metals, Minerals and Related Equipment, Services and Technology  
E-mail: marc.parisien@dfait-maeci.gc.ca

**Mr. Kevin Thompson**  
Third Secretary (Commercial)  
Arts and Cultural Industries; Bio-Industries; Science and Technology  
E-mail: kevin.thompson@dfait-maeci.gc.ca

**Ms. Wang Li**  
Commercial Officer  
Arts and Cultural Industries; Bio-Industries; Metals, Minerals and Related Equipment, Services and Technology; Science and Technology  
E-mail: li.wang@dfait-maeci.gc.ca

**Mr. Adam Dunnett**  
Natural Resources Specialist  
E-mail: adam.dunnett@dfait-maeci.gc.ca

**Ms. Kate Wang**  
Commercial Officer  
Consumer Products  
E-mail: kate.wang@dfait-maeci.gc.ca

**Mrs. Lori Nash**  
Commercial Assistant  
E-mail: lori.nash@dfait-maeci.gc.ca

**Mrs. Agnes Herman**  
Commercial Assistant  
E-mail: agnes.herman@dfait-maeci.gc.ca

## Chongqing

### Consulate of Canada in Chongqing

Street Address :  
Suite 1705, Metropolitan Tower, Wu Yi Road, Yu Zhong District,  
Chongqing, China, 400010

Mailing Address:  
Suite 1705, Metropolitan Tower,  
Wu Yi Road, Yu Zhong District,  
Chongqing, China, 400010  
Tel: (011-86-23) 6373-8007  
Fax: (011-86-23) 6373-8026  
E-Mail: chongq@dfait-maeci.gc.ca  
Web: <http://www.canada.org.hk/>

Territories/Responsibilities : Chongqing, Sichuan, Guizhou and Yunnan

Office Hours: 8:30-17:00

Time Difference (E.S.T.): +12

**Mr. Craig Wilson**  
Consul  
Senior Trade Commissioner

**Mr. Peter Liao**  
Commercial Officer  
Information and Communications Technologies

**Ms. Aice Xiong**  
Commercial Assistant  
Electric Power Equipment and Services; Environmental Industries; Oil and Gas Equipment and Services

## Guangzhou

### Consulate General of Canada in Guangzhou

Street Address :  
Suite 801, China Hotel Office Tower,  
Liu Hua Lu,  
Guangzhou, China, 510015

Mailing Address: (same as above)

Tel: (011-86-20) 8666-0569  
Fax: (011-86-20) 8667-2401  
E-Mail: ganzu@dfait-maeci.gc.ca  
Web: <http://www.canada.org.cn>

Territories/Responsibilities : Provinces of Guangdong, Guangxi, Fujian, Hainan

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): +13

**Mr. Paul S. H. Lau**  
Consul General  
E-mail: paul.lau@dfait-maeci.gc.ca

**Mr. Greg Bates**  
Consul  
Trade Commissioner  
Market Access; Liaison with International Financial Institutions; Government Procurement; Economic and Trade Policy; Investment Promotion / Strategic Alliances; Science and Technology  
E-mail: greg.bates@dfait-maeci.gc.ca



**Ms. Eileen Lao**

Commercial Officer  
Aboriginal Products, Services and Technologies; Arts and Cultural Industries; Consumer Products; Tourism  
E-mail: eileen.lao@dfait-maeci.gc.ca

**Ms. Fenny Sun**

Commercial Officer  
Electric Power Equipment and Services; Environmental Industries; Metals, Minerals and Related Equipment, Services and Technology; Ocean Technologies; Oil and Gas Equipment and Services  
E-mail: fenny.sun@dfait-maeci.gc.ca

**Mr. Minster Li**

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Bio-Industries; Fish and Seafood Products; Health Industries  
E-mail: minster.li@dfait-maeci.gc.ca

**Ms. Sarah Wu**

Commercial Officer  
Forest Industries; Service Industries and Capital Projects; Advanced Materials; Plastics; Chemicals; Building Products  
E-mail: sarah.wu@dfait-maeci.gc.ca

**Ms. Cathy Yao**

Commercial Officer  
Aerospace and Defence; Automotive; Space; Advanced Manufacturing Technologies; Information and Communications Technologies; Rail and Urban Transit  
E-mail: cathy.yao@dfait-maeci.gc.ca

**Shanghai****Consulate General of Canada in Shanghai**

Street Address :  
Suite 604, Four Shanghai Centre,  
1376 Nanjing Xi Lu,  
Shanghai, People's Republic of China, 200040

Mailing Address:  
Suite 604, Four Shanghai Centre,  
1376 Nanjing Xi Lu,  
Shanghai, People's Republic of China, 200040

Tel: (011-86-21) 6279-8400  
Fax: (011-86-21) 6279-8401  
E-Mail: neil.clegg@dfait-maeci.gc.ca  
Web: http://www.shanghai.gc.ca

Territories/Responsibilities : Municipality of Shanghai, provinces of Anhui, Jiangsu and Zhejiang

Office Hours: Mon-Fri: 0830-1700

Major Holidays: 2001-1-1, 2001-1-24/25/26, 2001-4-13, 2001-4-16, 2001-5-1, 2001-7-2, 2001-10-1, 2001-12-24/25

Time Difference (E.S.T.): +13

**Mr. Stewart Beck**

Consul General  
Head of Mission

**Mr. Neil Clegg**

Deputy Consul General  
Senior Trade Commissioner  
Aboriginal Products, Services and Technologies; Economic and Trade Policy; Market Access  
E-mail: neil.clegg@dfait-maeci.gc.ca

**Mr. Rene Milot**

Consul (Representative of Quebec)  
E-mail: rene.milot@dfait-maeci.gc.ca

**Mr. Jan Scazighino**

Vice-Consul  
Trade Commissioner  
Advanced Manufacturing Technologies; Advanced Materials; Information and Communications Technologies; Science and Technology; Space  
E-mail: jan.scazighino@dfait-maeci.gc.ca

**Mr. Etienne Sum Wah**

Vice-Consul  
Trade Commissioner  
Building Products  
E-mail: etienne.sum-wah@dfait-maeci.gc.ca

**Mr. Henry Deng**

Senior Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: henry.deng@dfait-maeci.gc.ca

**Ms. Claire Zhang**

Senior Commercial Officer (Quebec Economic Affairs)  
E-mail: claire.zhang@dfait-maeci.gc.ca

**Mr. Thomas Chen**

Commercial Officer  
Aerospace and Defence; Automotive; Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Ocean Technologies; Oil and Gas Equipment and Services; Rail and Urban Transit  
E-mail: thomas.chen@dfait-maeci.gc.ca

**Mr. Gary Fan**

Commercial Officer  
Environmental Industries; Government Procurement; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Service Industries and Capital Projects  
E-mail: gary.fan@dfait-maeci.gc.ca

**Ms. Elizabeth Tang**

Commercial Assistant  
Bio-Industries; Chemicals; Consumer Products; Electric Power Equipment and Services; Health Industries; Plastics  
E-mail: elizabeth.tang@dfait-maeci.gc.ca

**Ms. Mercury Wang**

Commercial Assistant  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: mercury.wang@dfait-maeci.gc.ca

**Ms. Lydia Xu**

Commercial Assistant (Quebec Economic Affairs)  
E-mail: lydia.xu@dfait-maeci.gc.ca

**Ms. Joyce Cheng**

Commercial Assistant  
Building Products  
E-mail: joyce.cheng@dfait-maeci.gc.ca

**Ms. Ju DONG**

Commercial Assistant  
Advanced Manufacturing Technologies; Advanced Materials; Information and Communications Technologies; Science and Technology; Space  
E-mail: ju.dong@dfait-maeci.gc.ca

**Colombia****The Canadian Embassy in Colombia**

Street Address :  
Carrera 7 No. 115-33, P.14,  
Bogotá, Colombia

**Mailing Address:**

Carrera 7, No. 115-33, P. 14,  
Bogotá 2, Colombia

Tel: (011-57-1) 657-9800  
Fax: (011-57-1) 657-9915  
E-Mail: bogota-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/bogota/

Territories/Responsibilities : Colombia

Office Hours: Mon, Tues, Thurs, Fri: 0800-1700; Wed: 0800-1330

Major Holidays: 2001-01-01, 2001-03-19, 2001-04-12, 2001-04-13, 2001-04-16, 2001-05-28, 2001-06-18, 2001-07-02, 2001-07-20, 2001-08-20, 2001-09-03, 2001-10-15, 2001-11-12, 2001-12-25, 2001-12-26

Time Difference (E.S.T.): 0

**Mr. Guillermo Rishchynski**

Ambassador

**Mrs. Stephanie Allard**

First Secretary  
Trade Commissioner

**Mrs. Lesley-Ann Reed**

Second Secretary (Commercial)  
Advanced Manufacturing Technologies; Environmental Industries; Science and Technology

**Mr. Carlos Rivera**

Commercial Officer  
Electric Power Equipment and Services; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Rail and Urban Transit

**Mr. Aaron Malka**

Commercial Officer  
Advanced Manufacturing Technologies; Building Products; Chemicals; Health Industries; Information and Communications Technologies; Plastics

**Mr. Andres Supelano**

Commercial Officer  
Agriculture, Food and Beverages; Consumer Products; Fish and Seafood Products; Forest Industries  
E-mail: andres.supelano@dfait-maeci.gc.ca

**Comoros**

see Tanzania

**Congo**

see Gabon

**Cook Islands**

see New Zealand

**Costa Rica****The Canadian Embassy in Costa Rica**

Street Address :  
Sabana Sur, Detrás de la Contraloría,  
En el Oficentro Ejecutivo Edificio #5,  
San José, Costa Rica

Mailing Address:  
Apartado 351-1007,  
San José, Costa Rica

Tel: (011-506) 296-4149  
Fax: (011-506) 296-4280  
E-Mail: sjose-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/sanjose/

Territories/Responsibilities : Costa Rica, Honduras, Nicaragua

Office Hours: Mon-Thurs: 0800-1630; Fri: 0800-1330

Time Difference (E.S.T.): -1

#### Mr. Denis Thibault

Ambassador  
Head of Mission

#### Mr. John Gartke

First Secretary (Commercial)

#### Mr. Manuel Ruiz

Commercial Officer (also covers Nicaragua)

#### Mr. Adolfo Quesada

Commercial Officer (also covers Honduras)  
Building Products  
E-mail: adolfo.quesada@dfait-maeci.gc.ca

#### Mrs. Majorie Escalante

Commercial Assistant

### Côte d'Ivoire

#### The Canadian Embassy in Côte d'Ivoire

Street Address :  
23 Nogues Avenue, Plateau,  
Abidjan, Côte d'Ivoire

Mailing Address:  
01 B.P. 4104,  
Abidjan 01, Côte d'Ivoire, 01 B.P. 4104 ABIDJAN

Tel: (011-225) 20-21-20-09  
Fax: (011-225) 20-22-05-30  
E-Mail: abdjn-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/ci

Territories/Responsibilities : Côte d'Ivoire, Benin, Liberia, Niger

Office Hours: Mon-Tues/Thurs: 07h30-13h00 & 14h00-17h30; Wed: 07h30-13h00; Fri: 07h30-12h30

Time Difference (E.S.T.): +5

#### Mr. Don McMaster

Ambassador

#### Mrs. Andree Vary

Commercial Counsellor and Regional Trade Commissioner  
Economic and Trade Policy; Government Procurement;  
Market Access; Service Industries and Capital Projects  
E-mail: andree.vary@dfait-maeci.gc.ca

#### Mr. Jean-Francois Desgroseilliers

Assistant Trade Commissioner  
Liaison with International Financial Institutions  
E-mail: jean-francois.desgroseilliers@dfait-maeci.gc.ca

#### Mr. Justin-Barnabé Houédanou

Commercial Officer  
Agriculture, Food and Beverages; Environmental Industries;  
Health Industries; Information and Communications  
Technologies  
E-mail: justin-barnabe.houedanou@dfait-maeci.gc.ca

#### Mr. Jean-Claude Diplo

Trade Officer

Electric Power Equipment and Services; Oil and Gas  
Equipment and Services; Metals, Minerals and Related  
Equipment, Services and Technology; Building Products;  
Rail and Urban Transit  
E-mail: jean-claude.diplo@dfait-maeci.gc.ca

### Croatia

#### The Canadian Embassy in Croatia

Street Address :  
Prilaz Gjüre Dezelica 4,  
Zagreb, Croatia, 10000

Mailing Address: (same as above)

Tel: (011-385-1) 488-1212  
Fax: (011-385-1) 488-1230  
E-Mail: synthia.dodig@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/hr/

Territories/Responsibilities : Croatia

Office Hours: Mon-Fri: 0800-1600

Major Holidays: 2001-01-01, 2001-04-13, 2001-04-16,  
2001-05-30, 2001-07-02, 2001-08-06, 2001-09-03, 2001-10-08,  
2001-11-01, 2001-12-25, 2001-12-26

Time Difference (E.S.T.): +6

#### Mr. Dennis Snider

Ambassador  
E-mail: dennis.snider@dfait-maeci.gc.ca

#### Mr. Larry Duffield

Counsellor (Commercial) and Consul  
Trade Commissioner  
Government Procurement; Investment Promotion / Strategic  
Alliances; Liaison with International Financial Institutions;  
Market Access  
E-mail: bpest-td@dfait-maeci.gc.ca

#### Ms. Synthia Dodig

Commercial Officer  
E-mail: synthia.dodig@dfait-maeci.gc.ca

### Cuba

#### The Canadian Embassy in Cuba

Street Address :  
Calle 30 No. 518, Miramar,  
Havana, Cuba, 11300

Mailing Address:  
Send Mail to P.O. Box 500 (HAVAN),  
Ottawa, Ontario, Canada, K1N 8T7  
Tel: (011-537) 24-2516/24-2517/24-2527  
Fax: (011-537) 24-2044  
E-Mail: havan-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/cu

Territories/Responsibilities : Cuba

Office Hours: Mon, Tues, Thurs, Fri: 0830-1700; Wed:  
0830-1400

Time Difference (E.S.T.): 0

#### Mr. Guy Edmond Salesse

Counsellor (commercial and economic) and Consul  
Program Manager  
Economic and Trade Policy; Investment Promotion /  
Strategic Alliances; Liaison with International Financial  
Institutions; Market Access; Science and Technology

E-mail: havan-td@dfait-maeci.gc.ca

#### Ms. Brigitte Walenius

Third Secretary (commercial)  
Trade Commissioner  
E-mail: havan-td@dfait-maeci.gc.ca

#### Mr. Antinógenes L. (Tino) Romaguera

Senior Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Building Products; Chemicals; Electric  
Power Equipment and Services; Fish and Seafood Products;  
Forest Industries; Oil and Gas Equipment and Services;  
Plastics; Rail and Urban Transit  
E-mail: havan-td@dfait-maeci.gc.ca

#### Mr. Francisco Rodriguez

Commercial Officer  
Advanced Manufacturing Technologies; Advanced Materials;  
Arts and Cultural Industries; Automotive; Bio-Industries;  
Consumer Products; Environmental Industries; Health  
Industries; Information and Communications Technologies;  
Metals, Minerals and Related Equipment, Services and  
Technology; Science and Technology; Service Industries  
and Capital Projects; Tourism  
E-mail: havan-td@dfait-maeci.gc.ca

#### Mrs. Alicia M. Gonzalez

Senior Assistant (Trade Information Centre)  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Building Products; Chemicals  
E-mail: havan-td@dfait-maeci.gc.ca

#### Mrs. Virginia Ayala

Assistant (trade information)  
Advanced Manufacturing Technologies; Advanced Materials;  
Arts and Cultural Industries; Automotive; Bio-Industries;  
Consumer Products; Environmental Industries; Health  
Industries; Information and Communications Technologies;  
Metals, Minerals and Related Equipment, Services and  
Technology; Science and Technology; Service Industries  
and Capital Projects; Tourism  
E-mail: havan-td@dfait-maeci.gc.ca

### Cyprus

see Syria

### Czech Republic

#### The Canadian Embassy in the Czech Republic

Street Address :  
Mickiewiczova 6, 125 33,  
Prague, Czech Republic, 6

Mailing Address:  
Mickiewiczova 6,  
125 33,  
Prague 6, Czech Republic

Tel: (011-420-2) 7210 1800  
Fax: (011-420-2) 7210 1894  
E-Mail: prgue@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/prague

Territories/Responsibilities : Czech Republic, Slovakia

Office Hours: Mon-Fri: 0800-1600

Time Difference (E.S.T.): +6

#### Mr. Georges Lemieux

First Secretary (Commercial) and Consul  
Deputy Director Trade



Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions

#### **Mrs. Ilona Boldova**

Commercial Officer

Agriculture, Food and Beverages; Automotive; Bio-Industries; Electric Power Equipment and Services; Fish and Seafood Products; Health Industries; Oil and Gas Equipment and Services; Rail and Urban Transit  
E-mail: [ilona.boldova@dfait-maeci.gc.ca](mailto:ilona.boldova@dfait-maeci.gc.ca)

#### **Ms. Eliska Grycova**

Commercial Officer

Advanced Manufacturing Technologies; Advanced Materials; Building Products; Information and Communications Technologies; Metals, Minerals and Related Equipment, Services and Technology  
E-mail: [eliska.grycova@dfait-maeci.gc.ca](mailto:eliska.grycova@dfait-maeci.gc.ca)

#### **Ms. Jitka Vrbova**

Commercial Officer

Aerospace and Defence; Arts and Cultural Industries; Bio-Industries; Chemicals; Environmental Industries; Forest Industries; Plastics

#### **Ms. Manika Jainova**

Commercial Assistant

Tourism

E-mail: [manika.jainova@dfait-maeci.gc.ca](mailto:manika.jainova@dfait-maeci.gc.ca)

### **Denmark**

#### **The Canadian Embassy in Denmark**

Street Address :

Kristen Bernikowsgeade 1,  
Copenhagen K., Denmark, DK-1105

Mailing Address: (same as above)

Tel: (011-45) 33 48 32 00  
Fax: (011-45) 33 48 32 21  
E-Mail: [copen-td@dfait-maeci.gc.ca](mailto:copen-td@dfait-maeci.gc.ca)  
Web: <http://www.canada.dk/>

Territories/Responsibilities : Denmark, Faroe Islands, Greenland, Øresund Region of Southern Sweden

Office Hours: Mon-Fri: 0830-1630

Time Difference (E.S.T.): +6

#### **Mr. Peter Fawcett**

Counsellor (Commercial)

Arts and Cultural Industries; Economic and Trade Policy; Investment Promotion / Strategic Alliances  
E-mail: [peter.fawcett@dfait-maeci.gc.ca](mailto:peter.fawcett@dfait-maeci.gc.ca)

#### **Mr. David S. Horup**

Commercial Officer

Aerospace and Defence; Bio-Industries; Electric Power Equipment and Services; Environmental Industries; Health Industries; Information and Communications Technologies; Oil and Gas Equipment and Services; Rail and Urban Transit  
E-mail: [david.horup@dfait-maeci.gc.ca](mailto:david.horup@dfait-maeci.gc.ca)

#### **Ms. Bernadette Luscombe-Thomsen**

Commercial Officer

Agriculture, Food and Beverages; Building Products; Chemicals; Fish and Seafood Products; Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Plastics  
E-mail: [bernadette.luscombe-thomsen@dfait-maeci.gc.ca](mailto:bernadette.luscombe-thomsen@dfait-maeci.gc.ca)

#### **Ms. Tania Groth**

Commercial Assistant

Consumer Products

E-mail: [tania.groth@dfait-maeci.gc.ca](mailto:tania.groth@dfait-maeci.gc.ca)

#### **Ms. Astrid Haaeman**

Commercial Administrative Assistant

E-mail: [astrid.haaeman@dfait-maeci.gc.ca](mailto:astrid.haaeman@dfait-maeci.gc.ca)

### **Djibouti**

see Ethiopia

### **Dominica**

see Barbados

### **Dominican Republic**

#### **The Canadian Embassy in the Dominican Republic**

Street Address :

Capitán Eugenio de Marchena # 39, La Esperilla,  
Santo Domingo, Dominican Republic

Mailing Address:

Apartado Postal 2054,  
Santo Domingo, Republica Dominicana

Tel: (1-809) 685-1136  
Fax: (1-809) 682-2691  
E-Mail: [SDMGO@dfait-maeci.gc.ca](mailto:SDMGO@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/do/>

Territories/Responsibilities : Dominican Republic

Office Hours: Mon-Fri: 0900-1600

Major Holidays: 2001-01-01, 2001-02-27, 2001-04-13/16, 2001-05-21, 2001-06-14, 2001-08-16, 2001-09-03, 2001-10-08, 2001-12-24/25

Time Difference (E.S.T.): 0

#### **Mr. Bruno Picard**

Ambassador

Economic and Trade Policy; Metals, Minerals and Related Equipment, Services and Technology; Service Industries and Capital Projects

#### **Mrs. Cristina Amiama**

Commercial Officer

Automotive; Building Products; Chemicals; Electric Power Equipment and Services; Forest Industries; Liaison with International Financial Institutions; Ocean Technologies; Rail and Urban Transit  
E-mail: [cristina.amiama@dfait-maeci.gc.ca](mailto:cristina.amiama@dfait-maeci.gc.ca)

#### **Mr. Andy S. Jaques**

Commercial Officer

Aerospace and Defence; Agricultural Technology and Equipment; Agriculture, Food and Beverages; Building Products; Consumer Products; Environmental Industries; Fish and Seafood Products; Information and Communications Technologies  
E-mail: [andy.jaques@dfait-maeci.gc.ca](mailto:andy.jaques@dfait-maeci.gc.ca)

#### **Ms. Anna Maria Almonte**

Consular Agent

### **Ecuador**

#### **The Canadian Embassy in Ecuador**

Street Address :

Avda. 6 de Diciembre 2816 y Paul Rivet, Josueth Gonzales Building, 4th Floor,  
Quito, Ecuador

Mailing Address:

Avda. 6 de Diciembre 2816 y Paul Rivet, Josueth Gonzales Building, 4th Floor, P.O. Box 17-11-6512,  
Quito, Ecuador

Tel: (011-593-2) 506-162 / 232-114  
Fax: (011-593-2) 503-108  
E-Mail: [quito@dfait-maeci.gc.ca](mailto:quito@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/ec/>

Territories/Responsibilities : Ecuador

Office Hours: From 08:00 am to 05:00 pm, Monday to Friday

Time Difference (E.S.T.): 0

#### **Mr. John Kneale**

Ambassador

Head of Mission

#### **Mr. Richard Dubuc**

Vice-Consul

Trade Program Manager

Advanced Manufacturing Technologies; Advanced Materials; Aerospace and Defence; Agricultural Technology and Equipment; Agriculture, Food and Beverages; Arts and Cultural Industries; Automotive; Bio-Industries; Building Products; Chemicals; Consumer Products; Electric Power Equipment and Services; Environmental Industries; Fish and Seafood Products; Forest Industries; Health Industries; Information and Communications Technologies; Metals, Minerals and Related Equipment, Services and Technology; Ocean Technologies; Oil and Gas Equipment and Services; Plastics; Rail and Urban Transit; Service Industries and Capital Projects; Space

#### **Mr. Ricardo Valdez**

Commercial Officer

Oil and Gas Equipment and Services

E-mail: [ricardo.valdez@dfait-maeci.gc.ca](mailto:ricardo.valdez@dfait-maeci.gc.ca)

### **Egypt**

#### **The Canadian Embassy in Egypt**

Street Address :

5 Midan El Saraya Kobra,  
Cairo, Egypt

Mailing Address:

P.O. Box 1667 Kasr El Doubara,  
Cairo, Egypt

Tel: (011-20-2) 794-3110  
Fax: (011-20-2) 794-7659  
E-Mail: [cairo-td@dfait-maeci.gc.ca](mailto:cairo-td@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/eg/>

Territories/Responsibilities : Egypt, Sudan

Office Hours: Sun-Thurs: 0830-1430

Major Holidays: 2001-01-01

Time Difference (E.S.T.): +7

#### **Mrs. Marie-Andrée Beauchemin**

Ambassador

Head of Mission

#### **Mr. André Laurent Potvin**

Counsellor (Trade/Economic) and Consul  
Senior Trade Commissioner

Economic and Trade Policy; Investment Promotion / Strategic Alliances; Market Access  
E-mail: andre.potvin@dfait-maeci.gc.ca

#### Mr. Magdy Ghazal

Senior Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Bio-Industries; Fish and Seafood Products; Forest Industries; Health Industries; Market Access; Metals, Minerals and Related Equipment, Services and Technology; Ocean Technologies  
E-mail: magdy.ghazal@dfait-maeci.gc.ca

#### Mr. Joseph Tadros

Commercial Officer  
Advanced Manufacturing Technologies; Aerospace and Defence; Chemicals; Environmental Industries; Information and Communications Technologies; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Plastics; Science and Technology; Space  
E-mail: joseph.tadros@dfait-maeci.gc.ca

#### Dr. Tarek Abdel Meguid

Commercial Officer  
Arts and Cultural Industries; Automotive; Building Products; Consumer Products; Economic and Trade Policy; Electric Power Equipment and Services; Liaison with International Financial Institutions; Market Access; Rail and Urban Transit; Service Industries and Capital Projects; Tourism  
E-mail: tarek.meguid@dfait-maeci.gc.ca

### El Salvador

#### Office of the Canadian Embassy in El Salvador

Street Address :  
Edificio Centro Financiero Gigante,  
63 Ave. Sur y Alameda Roosevelt, Nivel Lobby 2, Local 6,  
San Salvador, El Salvador, C.A.

Mailing Address:  
Nivel Lobby II, Local 6, Edificio Centro,  
Financiero Gigante, 63 Ave Sur y Alameda Roosevelt,  
San Salvador, El Salvador, S.A.

Tel: (011-503) 279-4655  
Fax: (011-503) 279-0765  
E-mail: romeo.calderon@dfait-maeci.gc.ca

Territories/Responsibilities : The Canadian Embassy in Guatemala has overall responsibility for trade relations with El Salvador. However, Enquiries for commercial information about El Salvador should be directed to the Office of the Canada Embassy in El Salvador.

Office Hours: Mon-Thurs: 0800-1630; Fri: 0800-1330

Major Holidays: 2001-01-01, 2001-04-12, 2001-04-13, 2001-05-21, 2001-07-02, 2001-08-06, 2001-09-03, 2001-10-08, 2001-11-01, 2001-12-25, 2001-12-26

Time Difference (E.S.T.): -1

#### Mr. Romeo Calderon

Commercial Officer  
E-mail: romeo.calderon@dfait-maeci.gc.ca

### England

see United Kingdom

### Equatorial Guinea

see Gabon

### Eritrea

see Ethiopia

### Estonia

see Latvia

### Ethiopia

#### The Canadian Embassy in Ethiopia

Street Address :  
Higher 23, Kebele 12, House No. 122,  
Addis Ababa, Ethiopia

Mailing Address:  
P.O. Box 1130,  
Addis Ababa, Ethiopia

Tel: (011-251-1) 71 30 22  
Fax: (011-251-1) 71 30 33  
E-Mail: addis@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/et/

Territories/Responsibilities : Ethiopia, Djibouti, Eritrea

Office Hours: Mon-Thurs: 0800-1700; Fri: 0800-1230

Time Difference (E.S.T.): +8

#### Mr. John Schram

Ambassador  
Head of Mission

#### Mr. Maury Miloff

First Secretary (Eritrea)

#### Mr. Telahun Workeneh

Commercial Officer  
Aboriginal Products, Services and Technologies; Advanced Manufacturing Technologies; Advanced Materials; Aerospace and Defence; Agricultural Technology and Equipment; Agriculture, Food and Beverages; Arts and Cultural Industries; Automotive; Bio-Industries; Building Products; Chemicals; Consumer Products; Economic and Trade Policy  
E-mail: telahun.workeneh@dfait-maeci.gc.ca

### F.Y.R. of Macedonia

see Yugoslavia

### Faroe Islands

see Denmark

### Federated States of Micronesia

see Philippines

### Fiji

see New Zealand

### Finland

#### The Canadian Embassy in Finland

Street Address :  
Pohjoisesplanadi 25 B,  
Helsinki, Finland, FIN-00100

Mailing Address:  
P.O. Box 779,  
Helsinki, Finland, FIN-00101  
Tel: (011-358-9) 17 11 41  
Fax: (011-358-9) 60 10 60  
E-Mail: hsnki-td@dfait-maeci.gc.ca  
Web: http://www.canada.fi/

Territories/Responsibilities : Finland

Office Hours: Mon-Fri: 0830-1630

Time Difference (E.S.T.): +7

#### Mr. Craig MacDonald

Ambassador  
Head of Mission

#### Ms. Cathy Patton

Commercial Counsellor  
Arts and Cultural Industries; Investment Promotion / Strategic Alliances  
E-mail: cathy.patton@dfait-maeci.gc.ca

#### Mr. Seppo Vihersaari

Business Development Officer  
Advanced Manufacturing Technologies; Agriculture, Food and Beverages; Bio-Industries; Building Products; Chemicals; Environmental Industries; Fish and Seafood Products; Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Space  
E-mail: seppo.vihersaari@dfait-maeci.gc.ca

#### Mr. Johan Nyman

Business Development Officer  
Consumer Products  
E-mail: johan.nyman@dfait-maeci.gc.ca

#### Mrs. Nina Pennanen

Commercial Assistant  
Consumer Products; Tourism  
E-mail: nina.pennanen@dfait-maeci.gc.ca

### France

#### The Canadian Embassy in France

Street Address :  
35, avenue Montaigne,  
Paris, France, 75008

Mailing Address: (same as above)

Tel: (011)-(33)-1.44.43.29.00  
Fax: (011)-(33)-1.44.43.29.98  
E-Mail: paris-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/paris

Territories/Responsibilities : France, Monaco

Office Hours: Mon-Fri: 0900-1730

Time Difference (E.S.T.): +6

#### Mr. Raymond Chrétien

Ambassador

#### Mr. John McNab

Minister-Counsellor  
E-mail: john.mcnab@dfait-maeci.gc.ca

#### Mr. Denis Robert

Counsellor (Commercial Affairs)  
Agri-food and Consumer Goods Section



E-mail: denis.robert@dfait-maeci.gc.ca

#### **Mr. Yannick Dheilly**

Commercial Officer

Agriculture, Food and Beverages; Fish and Seafood Products

E-mail: yannick.dheilly@dfait-maeci.gc.ca

#### **Mrs. Cécile Bourdages**

Commercial Officer

Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Building Products

E-mail: cecile.bourdages@dfait-maeci.gc.ca

#### **Mrs. Gisèle Aubut**

Commercial Officer

Arts and Cultural Industries; Consumer Products

E-mail: gisele.aubut@dfait-maeci.gc.ca

#### **Mr. John Broadbent**

Counsellor (Commercial Affairs)

High Technology Section

E-mail: john.broadbent@dfait-maeci.gc.ca

#### **Mr. Guy Ladequis**

Commercial Officer

Aerospace and Defence; Space

E-mail: guy.ladequis@dfait-maeci.gc.ca

#### **Mr. Musto Mitha**

Commercial Officer

Environmental Industries; Health Industries; Rail and Urban Transit

E-mail: musto.mitha@dfait-maeci.gc.ca

#### **Mr. François Gauthé**

Commercial Officer

Information and Communications Technologies

E-mail: francois.gauthé@dfait-maeci.gc.ca

#### **Mr. Robert Catellier**

Counsellor (Investments)

Investment Promotion / Strategic Alliances

E-mail: robert.catellier@dfait-maeci.gc.ca

#### **Mr. Patrice Hidalgo**

Investment Officer

Investment Promotion / Strategic Alliances

E-mail: patrice.hidalgo@dfait-maeci.gc.ca

#### **Ms. Annie Lessard**

Investment Officer

Investment Promotion / Strategic Alliances

E-mail: annie.lessard@dfait-maeci.gc.ca

#### **Mr. Yves Geoffrion**

Counsellor

Science and Technology

E-mail: yves.geoffrion@dfait-maeci.gc.ca

#### **Mr. Denis Lafeuille**

Technological Exchange Officer

Science and Technology

E-mail: denis.lafeuille@dfait-maeci.gc.ca

### **French Polynesia**

see New Zealand

### **Gabon**

#### **The Canadian Embassy in Gabon**

Mailing Address:

P.O. Box 4037,

Libreville, Gabon

Tel: (011-241) 73 73 54

Fax: (011-241) 73 73 88

E-Mail: lbrve@dfait-maeci.gc.ca

Web: <http://www.infoexport.gc.ca/ga/>

Territories/Responsibilities : Gabon, Congo (Brazzaville), Equatorial Guinea, Sao Tome and Principe

Office Hours: Mon-Thurs: 07:30-12:30; 14:30-17:30; Fri: 07:30-13:00

Major Holidays: 2001-01-01, 2001-05-01, 2001-7-01, 2001-08-17

Time Difference (E.S.T.): +6

#### **Mr. Louis Poisson**

Ambassador

#### **Mrs. Claude Ouvrard**

Commercial Officer

E-mail: claudie.ouvrard@dfait-maeci.gc.ca

### **Gambia**

see Senegal

### **Georgia**

see Turkey

### **Germany**

#### **Berlin**

#### **The Canadian Embassy in Germany**

Street Address :

Friedrichstr. 95 - Internationales Handelszentrum - 12th floor,  
Berlin, Germany, 10117

Mailing Address:

Internationales Handelszentrum,  
Friedrichstr. 95, 12th Fl.,  
D-10117 Berlin, Germany

Tel: (011-49-30) 20312 0

Fax: (011-49-30) 20312 590

Web: <http://www.dfait-maeci.gc.ca/~bonn>

Territories/Responsibilities :

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): +6

#### **Mrs. Marie Bernard-Meunier**

Head of Mission

#### **Mr. Norbert Kalisch**

Minister-Counsellor (Economic/Commercial)

Head of Commerce, Investment and Science and Technology

Investment Promotion / Strategic Alliances

E-mail: norbert.kalisch@dfait-maeci.gc.ca

#### **Mr. H.J. Himmelsbach**

Counsellor (Commercial)

Aerospace and Defence; Government Procurement; Rail and Urban Transit; Space

E-mail: hans.himmelsbach@dfait-maeci.gc.ca

#### **Dr. Balwant (Bill) Bhaneja**

Counsellor (Science and Technology)

Science and Technology

E-mail: bill.bhaneja@dfait-maeci.gc.ca

#### **Mr. Leslie T. Reissner**

First Secretary (Commercial)

Service Industries and Capital Projects; Investment

Promotion / Strategic Alliances

E-mail: leslie.reissner@dfait-maeci.gc.ca

#### **Mr. Thorsten Henke**

Commercial Officer

Building Products

E-mail: thorsten.henke@dfait-maeci.gc.ca

#### **Dr. Bruno Wiest**

Technology Development Officer

Advanced Manufacturing Technologies; Information and

Communications Technologies; Investment Promotion /

Strategic Alliances; Science and Technology

E-mail: bruno.wiest@dfait-maeci.gc.ca

#### **Mr. Detlef Engler**

Investment Development Officer

Investment Promotion / Strategic Alliances

E-mail: detlef.engler@dfait-maeci.gc.ca

#### **Dr. Steffen Preusser**

Technology Development Officer

Advanced Materials; Bio-Industries; Environmental

Industries; Investment Promotion / Strategic Alliances;

Science and Technology

E-mail: steffen.preusser@dfait-maeci.gc.ca

#### **Ms. Dorothea Greiff**

Economic Policy Analyst

Economic and Trade Policy; Forest Industries

E-mail: dorothea.greiff@dfait-maeci.gc.ca

#### **Mr. Julian Karaguesian**

Counsellor (Finance)

E-mail: julian.karaguesian@dfait-maeci.gc.ca

#### **Mr. Paul Connors**

Counsellor (Economic)

E-mail: paul.connors@dfait-maeci.gc.ca

#### **Mrs. Astrid Lüders**

Investment Officer

E-mail: astrid.lueders@dfait-maeci.gc.ca

#### **Ms. Claudia Seeber**

Commercial Officer

Information and Communications Technologies

E-mail: claudia.seeber@dfait-maeci.gc.ca

#### **Mrs. Karen Fraemcke**

Commercial and Economic Affairs Officer

E-mail: karen.fraemcke@dfait-maeci.gc.ca

#### **Mrs. Sorcha O'Hagan**

Investment Officer

E-mail: sorcha.ohagan@dfait-maeci.gc.ca

#### **Mrs. Lee-Anne C. Hermann**

Second Secretary (Investment)

E-mail: lee-anne.hermann@dfait-maeci.gc.ca

### **Düsseldorf**

#### **Consulate of Canada in Düsseldorf**

Street Address :

Benrather Strasse 8,  
Düsseldorf, Germany, D-40213

Mailing Address: (same as above)

Tel: (011-49-211) 17 21 70

Fax: (011-49-211) 35 91 65

E-Mail: [ddorf@dfait-maeci.gc.ca](mailto:ddorf@dfait-maeci.gc.ca)

Web: <http://www.canada.de>

Territories/Responsibilities : Agri-food; seafood products; oil and gas; mining, metals and minerals; primary and secondary industry machinery (excl. agricultural machinery); industrial automation/instrumentation; health industries; medical devices; transportation (excl. aerospace, automotive and rail); chemicals and chemical products; market access; plastics

Office Hours: Mon-Fri: 0830-1700

Major Holidays: 2001-01-01, 2001-02-26, 2001-04-13, 2001-04-16, 2001-06-04, 2001-07-02, 2001-08-06, 2001-09-03, 2001-10-03, 2001-12-25, 2001-12-26

Time Difference (E.S.T.): +6

#### Mr. John Schofield

Consul and Senior Trade Commissioner  
Advanced Manufacturing Technologies  
E-mail: john.schofield@dfait-maeci.gc.ca

#### Mr. Peter Stulken

Consul & Trade Commissioner  
Health Industries; Oil and Gas Equipment and Services  
E-mail: peter.stulken@dfait-maeci.gc.ca

#### Mr. Stephan Rung

Commercial Officer - Agricultural Products  
Agriculture, Food and Beverages  
E-mail: stephan.rung@dfait-maeci.gc.ca

#### Mr. Jens-Peter Otto

Commercial Program Officer  
Market Access; Plastics; Metals, Minerals and Related Equipment, Services and Technology; Fish and Seafood Products; Chemicals  
E-mail: jens-peter.otto@dfait-maeci.gc.ca

#### Mrs. Ilse Bertram

Administrative/Commercial Assistant  
Advanced Manufacturing Technologies  
E-mail: ilse.bertram@dfait-maeci.gc.ca

#### Ms. Nora Gruetters

Commercial Assistant - Agricultural Products  
Agriculture, Food and Beverages  
E-mail: nora.gruetters@dfait-maeci.gc.ca

#### Mrs. Claire Schofield

Commercial Assistant  
Market Access; Health Industries; Oil and Gas Equipment and Services; Plastics; Metals, Minerals and Related Equipment, Services and Technology; Fish and Seafood Products; Chemicals  
E-mail: claire.schofield@dfait-maeci.gc.ca

### Hamburg

#### Consulate of Canada in Hamburg

Street Address :  
Ballindamm 35, 5th Floor,  
Hamburg, Germany, 20095

Mailing Address:  
Ballindamm 35, 5th Floor,  
20095 Hamburg, Germany

Tel: (011-49-40) 46-00-27-14  
Fax: (011-49-40) 46-00-27-20  
E-Mail: hamburg@consulates-canada.de  
Web: http://www.dfait-maeci.gc.ca/~bonn

Territories/Responsibilities : Residential housing and housing components; processed and semi-processed wood products; forest products (pulp, paper and wood); fish - dealing with fish importers (processed products and food

service industry relations managed by Dusseldorf) marine industries and marine transport.

Office Hours: Mon-Fri: 0900-1700

Time Difference (E.S.T.): +6

#### Mr. Harold McNairny

Consul and Senior Trade Commissioner  
E-mail: harold.mcnaurnay@dfait-maeci.gc.ca

#### Mr. Wolfgang Schefczyk

Commercial Officer  
Building Products; Forest Industries  
E-mail: wolfgang.schefczyk@consulates-canada.de

### Munich

#### Consulate of Canada in Munich

Street Address :  
Tal 29,  
Munich, Germany, D-80331

Mailing Address:  
Tal 29,  
D-80331 Munich, Germany

Tel: (011-49-89) 21-99-57-0  
Fax: (011-49-89) 21-99-57-57  
E-Mail: munic-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/~bonn

Territories/Responsibilities : Automotive and surface transportation equipment, computers, computer software and hardware, telecommunications equipment and services, consumer products and services.

Office Hours: Mon-Thurs: 0900-1700; Fri: 0900-1530

Time Difference (E.S.T.): +6

#### Mr. Jon James Scott

Consul  
Senior Trade Commissioner  
E-mail: jon.scott@dfait-maeci.gc.ca

#### Ms. Deborah Peterson

Vice-Consul  
Assistant Trade Commissioner  
E-mail: deborah.peterson@dfait-maeci.gc.ca

#### Mr. Cliff Singleton

Commercial Officer  
Automotive; Information and Communications Technologies  
E-mail: cliff.singleton@dfait-maeci.gc.ca

#### Ms. Frieda Saleh

Commercial Officer  
Aboriginal Products, Services and Technologies; Consumer Products  
E-mail: frieda.saleh@dfait-maeci.gc.ca

### Ghana

#### The Canadian High Commission in Ghana

Street Address :  
42 Independence Avenue,  
Accra, Ghana

Mailing Address:  
P.O Box 1639,  
Accra, Ghana

Tel: (011-233-21) 228555  
Fax: (011-233-21) 773-792  
E-Mail: accra-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/gh

Territories/Responsibilities : Ghana, Togo

Office Hours: Mon-Thurs: 0730-1600; Fri: 0730-1300

Time Difference (E.S.T.): +5

#### Mrs. Janet Graham

High Commissioner

#### Mr. Michael Siewecke

First Secretary (Commercial)  
Trade Program Manager  
E-mail: michael.siewecke@dfait-maeci.gc.ca

#### Mr. Samuel B Martin-Daniels

Commercial Officer  
E-mail: samuel.martin-daniels@dfait-maeci.gc.ca

#### Mr. Samuel Ampem-Asare

Political and Trade Assistant  
E-mail: samuel.ampem-asare@dfait-maeci.gc.ca

### Gibraltar

see United Kingdom

### Greece

#### The Canadian Embassy in Greece

Street Address :  
4 Ioannou Ghennadiou Street,  
Athens, Greece, GR115 21

Mailing Address: (same as above)

Tel: (011-30-1) 727 3352-53  
Fax: (011-30-1) 727-3460  
E-Mail: athns-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/gr

Territories/Responsibilities : Greece

Office Hours: Mon-Fri: 07:30-15:30

Major Holidays: 2001-01-01, 2001-02-26, 2001-04-13, 2001-04-16, 2001-06-04, 2001-07-01, 2001-08-06, 2001-09-03, 2001-10-08, 2001-12-25, 2001-12-26

Time Difference (E.S.T.): +7

#### Mr. David Hutton

Ambassador

#### Mr. Emmanuel Kamarianakis

First Secretary (Commercial)  
Commercial Program Manager  
Aerospace and Defence; Building Products; Economic and Trade Policy  
E-mail: emmanuel.kamarianakis@dfait-maeci.gc.ca

#### Mrs. Marianna Saropoulos

Commercial Program Officer  
Aboriginal Products, Services and Technologies; Agricultural Technology and Equipment; Agriculture, Food and Beverages; Arts and Cultural Industries; Bio-Industries; Building Products; Chemicals; Consumer Products; Environmental Industries; Fish and Seafood Products; Forest Industries; Health Industries; Metals, Minerals and Related Equipment, Services and Technology; Ocean Technologies; Oil and Gas Equipment and Services; Plastics

#### Mr. George Dimitriou

Commercial Program Officer  
Advanced Manufacturing Technologies; Aerospace and Defence; Automotive; Electric Power Equipment and



Services; Information and Communications Technologies;  
Rail and Urban Transit; Space

**Mrs. Marguerita Niada - Vamvakari**  
Commercial Assistant & WIN Manager

**Ms. Maria-Louise Economou**  
Commercial Assistant

## Greenland

see Denmark

## Grenada

see Barbados

## Guadeloupe

see Barbados

## Guam

see Philippines

## Guatemala

### The Canadian Embassy in Guatemala

Street Address :  
13 Calle 8-44, Zona 10, Edyma Plaza,  
Guatemala City, Guatemala, C.A., 01010

Mailing Address:  
P.O. Box 400,  
Guatemala City, Guatemala, C.A., 01001  
Tel: (011-502) 333-6102  
Fax: (011-502) 333-6189  
E-Mail: [gtmla-td@dfait-maeci.gc.ca](mailto:gtmla-td@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/gt/>

Territories/Responsibilities : Guatemala, El Salvador. The Canadian Embassy in Guatemala has overall responsibility for trade relations with El Salvador. However, Enquiries for commercial information about El Salvador should be directed to the office of the Canadian Embassy in El Salvador.

Office Hours: Mon-Thurs: 0800-1700 Fri: 0800-1330

Major Holidays: 2001-01-01, 2001-04-12, 2001-04-13, 2001-05-21, 2001-07-02, 2001-08-06, 2001-09-03, 2001-10-08, 2001-11-01, 2001-12-25, 2001-12-26

Time Difference (E.S.T.): -1

**Mr. Allan Culham**  
Ambassador

**Mr. Wayne A. McKenzie**  
Counsellor (Commercial)  
Program Manager  
Aerospace and Defence; Arts and Cultural Industries;  
Economic and Trade Policy; Investment Promotion /  
Strategic Alliances; Liaison with International Financial  
Institutions; Market Access; Rail and Urban Transit; Tourism

**Ms. Margo E. Dannemiller**  
Commercial Officer  
Advanced Manufacturing Technologies; Advanced Materials;  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Building Products; Chemicals; Consumer  
Products; Environmental Industries; Fish and Seafood  
Products; Forest Industries; Government Procurement;

Information and Communications Technologies; Market  
Access; Ocean Technologies; Plastics

**Ms. Christine Luttmann**  
Trade Assistant  
Market Access; Automotive; Bio-Industries; Health  
Industries; Service Industries and Capital Projects; Electric  
Power Equipment and Services; Oil and Gas Equipment and  
Services; Metals, Minerals and Related Equipment, Services  
and Technology; Science and Technology; Information and  
Communications Technologies  
E-mail: [christine.luttmann@dfait-maeci.gc.ca](mailto:christine.luttmann@dfait-maeci.gc.ca)

## Guinea

### The Canadian Embassy in Guinea

Street Address :  
Corniche Sud, Quartier Coléah, Commune Matam,  
Conakry, Guinea

Mailing Address:  
P.O.Box 99,  
Conakry, Guinea  
Tel: (011 224) 46 23 95, 46 44 48, 46 37 32, 46 32 90,  
46 32 91, 21 17 55, 21 73 72  
Fax: (011 224) 46 42 35  
E-Mail: [cnaky@dfait-maeci.gc.ca](mailto:cnaky@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/gn/>

Territories/Responsibilities : Guinea, Sierra Leone

Office Hours: Mon-Thurs: 0800-1645; Fri: 0800-1300

Time Difference (E.S.T.): +4

**Mr. Denis Briand**  
Ambassador  
E-mail: [denis.briand@dfait-maeci.gc.ca](mailto:denis.briand@dfait-maeci.gc.ca)

**Mr. Souleymane N'Diaye**  
Development Officer (Commercial/Cooperation)  
E-mail: [Souleymane.Ndiaye@dfait-maeci.gc.ca](mailto:Souleymane.Ndiaye@dfait-maeci.gc.ca)

## Guinea-Bissau

see Senegal

## Guyana

### The Canadian High Commission in Guyana

Street Address :  
High and Young Streets,  
Georgetown, Guyana

Mailing Address:  
High and Young Streets,  
P.O.Box 10880, Kingston,  
Georgetown, Guyana  
Tel: (011-592-2) 720-81, 720-85  
Fax: (011-592-2) 583-80  
E-Mail: [grgtn@dfait-maeci.gc.ca](mailto:grgtn@dfait-maeci.gc.ca)  
Web: <http://www.dfait-maeci.gc.ca/guyana/>

Territories/Responsibilities : Guyana, French Guiana,  
Suriname

Office Hours: Mon-Thu: 0800-1630; Fri: 0800-1330

Time Difference (E.S.T.): +1  
**Mr. Jacques Crête**  
High Commissioner  
E-mail: [jacques.crete@dfait-maeci.gc.ca](mailto:jacques.crete@dfait-maeci.gc.ca)

**Ms. Lyris A. Primo**  
Commercial Officer  
E-mail: [lyris.primo@dfait-maeci.gc.ca](mailto:lyris.primo@dfait-maeci.gc.ca)

**Mr. Frankie Bobb-Semple**  
Commercial Assistant  
E-mail: [frankie.bobbsemples@dfait-maeci.gc.ca](mailto:frankie.bobbsemples@dfait-maeci.gc.ca)

## Haiti

### The Canadian Embassy in Haiti

Street Address :  
Scotia Bank Building, Corner Delmas Rd. and Delmas 18,  
Port-au-Prince, Haiti

Mailing Address:  
P.O. Box 826,  
Port-au-Prince, Haiti  
Tel: (011-509) 298-3050 / 3060  
Fax: (011-509) 298-3008 / 3801  
E-Mail: [nathalie.gissel@dfait-maeci.gc.ca](mailto:nathalie.gissel@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/ht/>

Territories/Responsibilities : Haiti

Office Hours: Mon-Thurs: 0700-1530; Fri: 0700-1230

Time Difference (E.S.T.): 0

**Mr. Gilles Bernier**  
Ambassador  
Head of mission

**Mrs. Nathalie Gissel**  
Commercial Officer  
Market Access; Agriculture, Food and Beverages; Arts and  
Cultural Industries; Health Industries; Service Industries and  
Capital Projects; Liaison with International Financial  
Institutions; Government Procurement  
E-mail: [nathalie.gissel@dfait-maeci.gc.ca](mailto:nathalie.gissel@dfait-maeci.gc.ca)

## Honduras

see Costa Rica

## Hong Kong, SAR

### Consulate General of Canada in Hong Kong

Street Address :  
11 - 14 Floors, Tower 1, Exchange Square,  
8 Connaught Place, Central,  
Hong Kong, China

Mailing Address:  
G.P.O. BOX 11142,  
Central,  
Hong Kong, China  
Tel: (011-852) 2847-7414  
Fax: (011-852) 2847-7441  
E-Mail: [hkong-td@dfait-maeci.gc.ca](mailto:hkong-td@dfait-maeci.gc.ca)  
Web: <http://www.hongkong.gc.ca>

Territories/Responsibilities : Hong Kong and Macau

Office Hours: Mon-Fri: 0830-1700

Major Holidays: 2001-01-01, 2001-01-24/25/26, 2001-04-05, 2001-04-30, 2001-05-01, 2001-06-25, 2001-07-02, 2001-10-01, 2001-10-02, 2001-10-25, 2001-12-25/26

Time Difference (E.S.T.): +13

**Mr. Colin Russel**

Consul General

**Mr. Jim Feir**

Consul

Senior Trade Commissioner

Economic and Trade Policy; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Tourism

E-mail: jim.feir@dfait-maeci.gc.ca

**Mrs. Monica Heron**

Counsellor (Commercial)

Agriculture, Food and Beverages; Fish and Seafood Products; Information and Communications Technologies

E-mail: monica.heron@dfait-maeci.gc.ca

**Mrs. Amy Yung**

Trade Commissioner

Building Products; Environmental Industries; Health Industries; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Rail and Urban Transit

E-mail: amy.yung@dfait-maeci.gc.ca

**Mr. Houston Wong**

Commercial Officer (Agriculture and Agri-Food)

Agriculture, Food and Beverages; Fish and Seafood Products

E-mail: houston.wong@dfait-maeci.gc.ca

**Ms. Kitty Ko**

Commercial Officer

Agriculture, Food and Beverages; Forest Industries

E-mail: kitty.ko@dfait-maeci.gc.ca

**Mr. Brian Wong**

Commercial Officer

Information and Communications Technologies

E-mail: brian.wong@dfait-maeci.gc.ca

**Mr. Endy Chung**

Commercial Officer

Chemicals; Electric Power Equipment and Services; Metals, Minerals and Related Equipment, Services and Technology; Rail and Urban Transit

E-mail: endy.chung@dfait-maeci.gc.ca

**Ms. Eunice Wong**

Commercial Officer

Building Products; Consumer Products; Forest Industries

E-mail: eunice.wong@dfait-maeci.gc.ca

**Ms. Fatima Lai**

Commercial Officer

Bio-Industries; Environmental Industries; Health Industries; Metals, Minerals and Related Equipment, Services and Technology

E-mail: fatima.lai@dfait-maeci.gc.ca

**Hungary**

**The Canadian Embassy in Hungary**

Street Address :

Zugligeti ut 51-53,  
Budapest, Hungary, 1121

Mailing Address:

Budakeszi út 32.,  
Budapest, Hungary, 1121

Tel: (011-36-1) 392-3360

Fax: (011-36-1) 392-3395

E-Mail: bpest-td@dfait-maeci.gc.ca

Web: http://www.infoexport.gc.ca/hu/

Territories/Responsibilities : Hungary, Bosnia and Herzegovina, Croatia, Slovenia

Office Hours: Mon-Fri: 0800-1600

Time Difference (E.S.T.): +6

**Mrs. Marta Moszczenska**

Ambassador

Economic and Trade Policy

E-mail: marta.moszczenska@dfait-maeci.gc.ca

**Mr. Béla Gyonyor**

Commercial Officer

**Ms. Eva Bosze**

Commercial Officer

Aerospace and Defence; Automotive; Information and Communications Technologies; Rail and Urban Transit; Space

**Mr. Tamas Gyorffy**

Commercial Officer

Aerospace and Defence; Bio-Industries; Building Products; Electric Power Equipment and Services; Environmental Industries; Health Industries

**Mrs. Krisztina Molnar**

Trade Assistant

Consumer Products; Tourism

E-mail: krisztina.molnar@dfait-maeci.gc.ca

**Mrs. Julianna Szalontai**

Secretary/Assistant-WIN Champion

Ocean Technologies

E-mail: julia.szalontai@dfait-maeci.gc.ca

**Iceland**

see Norway

**India**

**New Delhi**

**The Canadian High Commission in India**

Street Address :

7/8 Shantipath, Chanakyapuri,  
New Delhi, India

Mailing Address:

P.O. Box 5208,  
New Delhi 110021, Chanakyapuri, India

Tel: (011 91 11) 687-6500, 688-1981

Fax: (011-91-11) 687-5387

E-Mail: delhi-commerce@dfait-maeci.gc.ca

Web: http://www.infoexport.gc.ca/in/

Territories/Responsibilities : India, Bhutan, Nepal

Office Hours: Mon-Thurs: 0830-1730; Fri: 0830-1300

Time Difference (E.S.T.): +10.5

**Mr. William Johnston**

Senior Counsellor (Commercial)

E-mail: william.johnston@dfait-maeci.gc.ca

**Mr. Zulfi Sadeque**

Counsellor (Commercial)

Economic and Trade Policy; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions

**Mr. Ranjan Banerjee**

Counsellor (Commercial)

Building Products; Metals, Minerals and Related Equipment, Services and Technology

**Ms. Linda Margaret Brazeau**

Counsellor (Commercial)

Aerospace and Defence; Automotive; Rail and Urban Transit

**Mr. Ram Gupta**

Senior Trade Advisor

Agricultural Technology and Equipment; Agriculture, Food and Beverages; Fish and Seafood Products; Forest Industries

**Mr. Viney Gupta**

Trade Advisor

Bio-Industries; Consumer Products; Environmental Industries; Health Industries

**Mr. Ashwani Nanda**

Trade Advisor

Chemicals; Electric Power Equipment and Services; Oil and Gas Equipment and Services; Plastics

**Ms. Madhu Toshniwal**

Trade Advisor

Information and Communications Technologies

**Ms. Kala Rajan**

Office Manager

**Ms. Sunita Punj**

Senior Trade Assistant and WIN Champion

**Ms. Alka Malik**

Trade Assistant

**Ms. Monica John**

Trade Assistant

**Ms. Richa Jyoti**

Registry Assistant

**Bangalore**

**Canadian Government Trade Office in Bangalore**

Street Address :

103, Prestige Meridian 1,  
29 M.G. Road,  
Bangalore, India, 560 001

Tel: (011 91 80) 559-9418, 558-1116

Fax: (011 91 80) 559 9424

E-Mail: maple@blr.vsnl.net.in

Web: http://www.infoexport.gc.ca/in/

Territories/Responsibilities : Karnataka

Office Hours: Mon-Thurs: 0830-1730; Fri: 0830-1300

Time Difference (E.S.T.): +10.5

**Mr. D.P. Vittal Nath**

Trade Advisor and Commercial Officer

**Chandigarh**

**Office of the High Commission in Chandigarh**

Street Address :

SCO No. 33-35, Sector 17-A, Near Jagat Cinema,  
Chandigarh, India, 160 017

Tel: (011-91-172) 716-020-24

Fax: (011-91-172) 716-025



E-Mail: chchcd@iasdl01.vsnl.net.in  
Web: http://www.infoexport.gc.ca/in/

Territories/Responsibilities : Punjab, Jammu & Kashmir, Haryana, Himachal Pradesh  
Time Difference (E.S.T.): +10.5

**Mr. G.S. Sobti**  
Commercial Officer

## Mumbai

### Consulate of Canada in Mumbai

Street Address :  
4th Floor, 41/42 Maker Chambers VI, Jamnalal Bajaj Marg,  
Nariman Point,  
Mumbai (Bombay), India, 400 021  
Tel: (011-91-22) 287-6027-30  
Fax: (011-91-22) 287-5514  
E-Mail: mmbai@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/in/

Territories/Responsibilities : States of Maharashtra, Gujarat, Goa, Karnataka and Kerala

Office Hours: Mon-Thurs: 0900-1730; Fri: 0900-1500

Time Difference (E.S.T.): +10.5

#### Mr. Douglas Paterson

Consul  
Senior Trade Commissioner  
Economic and Trade Policy; Liaison with International Financial Institutions  
E-mail: doug.paterson@dfait-maeci.gc.ca

#### Mr. Amarjeet Rattan

Consul and Trade Commissioner  
Arts and Cultural Industries; Chemicals; Forest Industries; Information and Communications Technologies; Investment Promotion / Strategic Alliances  
E-mail: amarjeet.rattan@dfait-maeci.gc.ca

#### Mr. Apurva Mehta

Commercial Officer  
Automotive; Building Products; Electric Power Equipment and Services; Environmental Industries; Ocean Technologies; Rail and Urban Transit; Service Industries and Capital Projects  
E-mail: apurva.mehta@dfait-maeci.gc.ca

#### Mr. Amitabh Arora

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Bio-Industries; Health Industries; Oil and Gas Equipment and Services  
E-mail: amitabh.arora@dfait-maeci.gc.ca

#### Ms. Glynis D'Cunha

Commercial Assistant  
Consumer Products; Tourism  
E-mail: glynis.dcunha@dfait-maeci.gc.ca

#### Ms. Nupur Kapoor

Commercial Assistant  
Metals, Minerals and Related Equipment, Services and Technology; Fish and Seafood Products  
E-mail: nupur.kapoor@dfait-maeci.gc.ca

## Indonesia

### The Canadian Embassy in Indonesia

Street Address :  
5th Floor Wisma Metropolitan I, Jalan Jendral Sudirman Kav 29-31,

Jakarta, Indonesia, 12920

Mailing Address:  
P.O. Box 8324/JKS.MP,  
Jakarta 12084, Indonesia  
Tel: (011-62-21) 525-0709  
Fax: (011-62-21) 571-2251  
E-Mail: jkrta-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/jakarta

Territories/Responsibilities : Indonesia, East Timor

Office Hours: Mon-Thurs: 0730-1615; Fri: 0730-1300

Time Difference (E.S.T.): +12

#### Mr. Ken Sunquist

Ambassador  
Head of Mission  
E-mail: ken.sunquist@dfait-maeci.gc.ca

#### Mr. Ken Lewis

Counsellor, Commercial/Economic  
Senior Trade Commissioner  
Market Access; Service Industries and Capital Projects; Liaison with International Financial Institutions; Economic and Trade Policy; Investment Promotion / Strategic Alliances  
E-mail: ken.lewis@dfait-maeci.gc.ca

#### Mr. Michael L. Clark

Counsellor (Resources Industries)  
Trade Commissioner  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Forest Industries; Oil and Gas Equipment and Services  
E-mail: michael.clark@dfait-maeci.gc.ca

#### Mr. Scott Gilmore

Second Secretary  
Aerospace and Defence; Arts and Cultural Industries  
E-mail: scott.gilmore@dfait-maeci.gc.ca

#### Mr. Eelco (Ed) Jager

Third Secretary, Commercial/Economic  
Trade Commissioner  
Economic and Trade Policy; Investment Promotion / Strategic Alliances; Science and Technology  
E-mail: ed.jager@dfait-maeci.gc.ca

#### Mr. Husni Djaelani

Commercial Officer  
Consumer Products; Environmental Industries; Information and Communications Technologies  
E-mail: husni.djaelani@dfait-maeci.gc.ca

#### Ms. Sulistyowati Suroto

Commercial Officer  
Building Products; Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services  
E-mail: Sulistyowati.suroto@dfait-maeci.gc.ca

#### Mr. Tommy Ruslim

Commercial Officer  
Automotive; Electric Power Equipment and Services; Government Procurement; Ocean Technologies; Rail and Urban Transit  
E-mail: tommy.ruslim@dfait-maeci.gc.ca

#### Mr. Hermawx Hermawan

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Bio-Industries; Chemicals; Fish and Seafood Products; Health Industries  
E-mail: hermawan@dfait-maeci.gc.ca

## Iran

### The Canadian Embassy in Iran

Street Address :  
57 Shahid Javad-e-Sarafriz St., Ostad-Motahari Avenue,  
Tehran, Iran, 15868

Mailing Address:  
P.O. Box 11365-4647,  
Tehran, Iran, 15868

Tel: (011-98-21) 873 2623, 873 2624, 873 2625, 873 2626

Fax: (011-98-21) 873 3202  
E-Mail: teran-td@dfait-maeci.gc.ca

Territories/Responsibilities : Iran

Office Hours: Sun-Thurs: 0800-1600

Time Difference (E.S.T.): +8

#### Mr. Terence Colfer

Ambassador

#### Mr. Andrew Shisko

Counsellor (Commercial)  
Economic and Trade Policy; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Market Access  
E-mail: andrew.shisko@dfait-maeci.gc.ca

#### Mr. Eric Robinson

Second Secretary (Commercial) and Vice-Consul  
Trade Commissioner  
Chemicals; Electric Power Equipment and Services; Environmental Industries; Health Industries; Oil and Gas Equipment and Services  
E-mail: eric.robinson@dfait-maeci.gc.ca

#### Mr. Sohrab Oshidar

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Arts and Cultural Industries; Consumer Products; Information and Communications Technologies; Metals, Minerals and Related Equipment, Services and Technology  
E-mail: sohrab.oshidar@dfait-maeci.gc.ca

#### Mrs. Azar Zanganeh

Commercial Officer  
Aerospace and Defence; Automotive; Building Products; Fish and Seafood Products; Forest Industries; Ocean Technologies; Rail and Urban Transit; Science and Technology; Space  
E-mail: azar.zanganeh@dfait-maeci.gc.ca

#### Ms. Farnaz Almassi

Commercial Assistant  
E-mail: farnaz.almassi@dfait-maeci.gc.ca

## Iraq

see Syria

## Ireland

### The Canadian Embassy in Ireland

Street Address :  
65 St. Stephen's Green,  
Dublin 2, Ireland

Mailing Address: (same as above)

Tel: (011-353-1) 478 1988

Fax: (011-353-1) 478 1285  
E-Mail: cdnembasy@iol.ie  
Web: http://www.infoexport.gc.ca/ie/

Territories/Responsibilities : Ireland

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): +5

#### Mr. Ronald Irwin

Ambassador  
Head of Mission

#### Ms. Marie A. Stamp

First Secretary (Commercial)  
E-mail: marie.stamp@dfait-maeci.gc.ca

#### Mr. John Sullivan

Commercial Officer  
Aerospace and Defence; Automotive; Bio-Industries;  
Consumer Products; Electric Power Equipment and  
Services; Environmental Industries; Fish and Seafood  
Products; Health Industries; Information and  
Communications Technologies; Metals, Minerals and  
Related Equipment, Services and Technology; Ocean  
Technologies  
E-mail: john.sullivan@dfait-maeci.gc.ca

#### Mrs. Gerry Mongey

Commercial Assistant  
Building Products; Forest Industries  
E-mail: gerry.mongey@dfait-maeci.gc.ca

### Israel

#### The Canadian Embassy in Israel

Street Address :  
3 Nirim Street,  
Tel Aviv, Israel, 67060

Mailing Address:  
3 Nirim Street,  
Tel-Aviv 67060, Israel

Tel: (011-972-3) 636-3351  
Fax: (011-972-3) 636-3385  
E-Mail: taviv-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/telaviv

Territories/Responsibilities : Israel

Office Hours: Mon-thu: 0800-1630 - Fri:0800-1330

Time Difference (E.S.T.): +7

#### Mr. Michael Dougall Bell

Ambassador

#### Ms. Goldie Schermann

First Secretary (Commercial)  
Senior Trade Commissioner  
Service Industries and Capital Projects; Economic and  
Trade Policy; Government Procurement; Investment  
Promotion / Strategic Alliances; Liaison with International  
Financial Institutions; Market Access  
E-mail: goldie.schermann@dfait-maeci.gc.ca

#### Ms. Atalia Kahan

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Bio-Industries; Chemicals; Environmental  
Industries; Fish and Seafood Products; Health Industries;  
Plastics; Science and Technology  
E-mail: atalia.kahan@dfait-maeci.gc.ca

#### Mrs. Lilian Green

Program Assistant (Commercial)

Building Products; Consumer Products; Forest Industries  
E-mail: lilian.green@dfait-maeci.gc.ca

#### Ms. Darla Hurwitz

Commercial Assistant  
Aboriginal Products, Services and Technologies; Arts and  
Cultural Industries; Consumer Products  
E-mail: darla.hurwitz@dfait-maeci.gc.ca

#### Ms. Catherine Gosselin

Third Secretary (Commercial)  
Aerospace and Defence; Automotive; Electric Power  
Equipment and Services; Information and Communications  
Technologies; Metals, Minerals and Related Equipment,  
Services and Technology; Ocean Technologies; Oil and Gas  
Equipment and Services; Rail and Urban Transit; Space  
E-mail: catherine.gosselin@dfait-maeci.gc.ca

### Italy

#### Rome

#### The Canadian Embassy in Italy

Street Address :  
Via G.B. de Rossi 27,  
Rome, Italy, 00161

Mailing Address: (same as above)

Tel: (011-39-06) 44598.1  
Fax: (011-39-06) 44598.754  
E-Mail: rome-td@dfait-maeci.gc.ca  
Web: http://www.canada.it

Territories/Responsibilities : Provinces of Abruzzo,  
Basilicata, Calabria, Campania, Lazio, Marche, Molise,  
Puglia, Sardegna, Sicilia, Toscana, Umbria. Other countries:  
Albania, Malta, San Marino

Office Hours: Monday-Friday: 08:30-17:00

Time Difference (E.S.T.): +6

#### Mr. Robert Fowler

Ambassador

#### Mr. Gary Scott

Minister-Counsellor (Economic/Commercial)

#### Mr. Khawar Nasim

Second Secretary (Economic/Commercial)  
Information and Communications Technologies

#### Mr. Paul Delaney

Counsellor  
Agriculture, Food and Beverages

#### Ms. Alison Bromley

Business Development Officer  
Aerospace and Defence; Electric Power Equipment and  
Services; Rail and Urban Transit; Space

#### Ms. Patrizia Giuliotti

Business Development Officer  
Agriculture, Food and Beverages; Environmental Industries;  
Market Access

#### Mr. John Picard

Business Development Officer  
Information and Communications Technologies

#### Ms. Franca Finamore

Information Center Manager  
E-mail: franca.finamore@dfait-maeci.gc.ca

#### Ms. Sheryl MacLean

Commercial Assistant

### Milan

#### Consulate General of Canada in Milan

Street Address :  
Via Vittor Pisani 19,  
Milan, Italy, 20124

Mailing Address: (same as above)

Tel: (011-39-02) 6758.1  
Fax: (011-39-02) 6758.3900  
E-Mail: milan-td@dfait-maeci.gc.ca  
Web: http://www.canada.it

Territories/Responsibilities : Provinces of Emilia-Romagna,  
Friuli Venezia-Giulia, Liguria, Lombardia, Piemonte,  
Trentino-Alto Adige, Val d'Aosta and Veneto

Office Hours: Mon-Fri: 0845-1715; (Summer) Mon-Thurs  
0830-1730; Fri: 0830-1300

Time Difference (E.S.T.): +6

#### Mr. Grant Manuge

Consul  
Senior Trade Commissioner  
Investment Promotion / Strategic Alliances

#### Mr. Bruno Hamel

Vice-Consul and Assistant Trade Commissioner  
Information and Communications Technologies

#### Mr. Pier Paolo Chicco

Business Development Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Fish and Seafood Products; Forest  
Industries

#### Ms. Sandra Marchesi

Business Development Officer  
Advanced Manufacturing Technologies; Bio-Industries;  
Health Industries; Metals, Minerals and Related Equipment,  
Services and Technology

#### Mrs. Lucia Tubaro

Business Development Officer  
Automotive; Building Products; Chemicals

#### Ms. Carmen Travagin

Business Development Assistant  
Aboriginal Products, Services and Technologies; Arts and  
Cultural Industries; Consumer Products

#### Ms. Paola Molteni

Business Development Assistant  
Information and Communications Technologies

#### Mrs. Anna Marchetti

Business Development Assistant

#### Mrs. Anna Sacco

Business Development Assistant

### Jamaica

#### The Canadian High Commission in Jamaica

Street Address :  
3 West Kings House Road,  
Kingston 10, Jamaica

Mailing Address:  
3 West Kings House Road,  
P O Box 1500,



Kingston 10, Jamaica, 10

Tel: (1-876) 926-1500

Fax: (1-876) 511-3491

E-Mail: kngtn-td@dfait-maeci.gc.ca

Web: http://www.infoexport.gc.ca/jm/

Territories/Responsibilities : Jamaica, Bahamas, Belize, Cayman Island, Turks and Caicos Islands

Office Hours: Mon-Thurs: 0730-1600 Fri: 0730-1300

Time Difference (E.S.T.): 0

#### Mr. Kapil Madan

First Secretary, Commercial

Aerospace and Defence; Arts and Cultural Industries; Economic and Trade Policy; Investment Promotion / Strategic Alliances

E-mail: kapil.madan@dfait-maeci.gc.ca

#### Ms. Yasmin M. Chong

Senior Commercial Officer

Agriculture, Food and Beverages; Electric Power Equipment and Services; Environmental Industries; Forest Industries; Liaison with International Financial Institutions; Metals, Minerals and Related Equipment, Services and Technology; Rail and Urban Transit

E-mail: kngtn-td@dfait-maeci.gc.ca

#### Mr. Fabian Stewart

Commercial Officer

Bio-Industries; Building Products; Chemicals; Consumer Products; Health Industries; Information and Communications Technologies; Plastics

E-mail: kngtn-td@dfait-maeci.gc.ca

#### Ms. Flavia Weir

Commercial Assistant

E-mail: kngtn-td@dfait-maeci.gc.ca

## Japan

### Tokyo

#### The Canadian Embassy in Japan

Street Address :

7-3-38 Akasaka, Minato-ku,  
Tokyo, Japan, 107-8503

Mailing Address: (same as above)

Tel: (011-81-3) 5412-6200

Fax: (011-81-3) 5412-6247

Web: http://www.dfait-maeci.gc.ca/ni-ka/

Territories/Responsibilities :

Office Hours: Mon-Fri: 0900-1730

Time Difference (E.S.T.): +14

#### Mr. Leonard (Len) Edwards

Ambassador

#### Mr. Peter G. Campbell

Minister (Economic/Commercial)

E-mail: peter.campbell@dfait-maeci.gc.ca

#### Ms. Deanna Horton

Minister-Counsellor (Economic/Financial Section)

#### Mr. Brian Parrott

Counsellor (Commercial)

Trade Commissioner

Agriculture, Food and Beverages; Building Products; Consumer Products; Electric Power Equipment and

Services; Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services

E-mail: tokyo.er@dfait-maeci.gc.ca

#### Mr. John Zimmerman

Second Secretary (Commercial)

Trade Commissioner

Building Products; Forest Industries

E-mail: tokyo.construct@dfait-maeci.gc.ca

#### Mr. Masanobu Tsukada

Commercial Officer

Electric Power Equipment and Services; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services

E-mail: tokyo.er@dfait-maeci.gc.ca

#### Ms. Masayo Umeda

Commercial Officer

Building Products; Forest Industries

E-mail: tokyo.construct@dfait-maeci.gc.ca

#### Mr. Greg Giokas

Counsellor (Commercial)

Trade Commissioner

Agriculture, Food and Beverages; Consumer Products; Fish and Seafood Products

E-mail: tokyo.fn@dfait-maeci.gc.ca

#### Ms. Pamela Hay

Second Secretary (Commercial)

Trade Commissioner

Agriculture, Food and Beverages; Fish and Seafood Products

E-mail: tokyo.fn@dfait-maeci.gc.ca

#### Mr. Yuzuru Kagi

Commercial Officer

Agriculture, Food and Beverages

E-mail: yuzuru.kagi@dfait-maeci.gc.ca

#### Mr. Hiroshi Matsunaga

Commercial Officer

Agriculture, Food and Beverages

E-mail: tokyo.fn@dfait-maeci.gc.ca

#### Mr. Masao Nakai

Commercial Officer

Agriculture, Food and Beverages; Fish and Seafood Products

E-mail: tokyo.fn@dfait-maeci.gc.ca

#### Ms. Ruriko Koike

Commercial Officer

Consumer Products

E-mail: tokyo.cons@dfait-maeci.gc.ca

#### Ms. Deborah Lyons

Counsellor (Commercial)

Aerospace and Defence; Automotive; Environmental Industries; Health Industries; Information and Communications Technologies; Rail and Urban Transit

E-mail: tokyo.htech@dfait-maeci.gc.ca

#### Mr. Andrew Smith

Second Secretary (Commercial)

Trade Commissioner

Information and Communications Technologies

E-mail: tokyo.htech@dfait-maeci.gc.ca

#### Ms. Sara Wilshaw

Second Secretary (Commercial)

Trade Commissioner

Environmental Industries; Health Industries

E-mail: tokyo.htech@dfait-maeci.gc.ca

#### Mr. David Steuerman

Third Secretary (Commercial)

Trade Commissioner

Aerospace and Defence; Rail and Urban Transit

E-mail: tokyo.htech@dfait-maeci.gc.ca

#### Mr. Yasujiro Yabe

Commercial Officer

Health Industries

E-mail: tokyo.htech@dfait-maeci.gc.ca

#### Mr. Noboru Aoki

Commercial Officer

Environmental Industries

E-mail: tokyo.htech@dfait-maeci.gc.ca

#### Ms. Tomoki Kurihara

Commercial Officer

Information and Communications Technologies

E-mail: tokyo.htech@dfait-maeci.gc.ca

#### Mr. Brian Wilkin

Counsellor (Investment, Technology, Science)

Trade Commissioner

Investment Promotion / Strategic Alliances; Science and Technology

E-mail: tokyo.its@dfait-maeci.gc.ca

#### Dr. Philip Hicks

Counsellor (Science and Technology)

Science and Technology

E-mail: tokyo.its@dfait-maeci.gc.ca

#### Ms. Patricia Cronin

First Secretary (Investment)

Trade Commissioner

Investment Promotion / Strategic Alliances

E-mail: tokyo.its@dfait-maeci.gc.ca

#### Mr. Isao Kaneko

Technology Development Officer

Science and Technology

E-mail: tokyo.its@dfait-maeci.gc.ca

#### Ms. Noriko Abe

Program Officer

Science and Technology

E-mail: tokyo.its@dfait-maeci.gc.ca

#### Mr. Hiroyuki Kunitake

Commercial Officer

Investment Promotion / Strategic Alliances

E-mail: tokyo.its@dfait-maeci.gc.ca

#### Mr. Avrom Salsberg

Commercial Officer

Investment Promotion / Strategic Alliances; Science and Technology

E-mail: tokyo.its@dfait-maeci.gc.ca

#### Ms. Yukiko Suzuki

Program Support Officer

Investment Promotion / Strategic Alliances; Science and Technology

E-mail: tokyo.its@dfait-maeci.gc.ca

## Fukuoka

#### Consulate of Canada in Fukuoka

Street Address :

FT Bldg., 9F, 4-8-28 Watanabe-Dori, Chuo-ku,  
Fukuoka-shi, Fukuoka-ken, Japan, 810-0004

Mailing Address:

FT Bldg. 9F,  
4-8-28 Watanabe-dori,  
Chuo-ku, Fukuoka, Japan, 810-0004

Tel: (011-81-92) 752-6055  
 Fax: (011-81-92) 752-6077  
 E-Mail: [fkoka@dfait-maeci.gc.ca](mailto:fkoka@dfait-maeci.gc.ca)  
 Web: <http://www.dfait-maeci.gc.ca/ni-ka/>

Territories/Responsibilities : Prefectures of Fukuoka, Kagoshima, Kumamoto, Miyazaki, Nagasaki, Oita, Saga

Office Hours: Mon-Fri: 0900-1730

Time Difference (E.S.T.): +14

#### Ms. Josiane Simon

Consul and Trade Commissioner

#### Uemura Kazuhiro

Commercial Officer

#### Ms. Noriko Hara

Office Manager

### Hiroshima

#### Consulate of Canada in Hiroshima

Street Address :  
 #709, 5-44 Motomachi, Naka-Ku,  
 Hiroshima, Japan, 730-8510

Mailing Address:  
 c/o Chugoku Electric,  
 Power, CO.Inc, 4-33 Komachi, Naka-Ku,  
 Hiroshima City, Japan, 730

Tel: (011-81-82) 211-0505  
 Fax: (011-81-82) 211-0505  
 E-Mail: [ctohiroshima@gol.com](mailto:ctohiroshima@gol.com)

#### Mr. Scott McKeeman

Commercial Officer

### Nagoya

#### Consulate of Canada in Nagoya

Street Address :  
 Nakato Marunouchi Building, 6F, 3-17-6 Marunouchi, Naka-Ku,  
 Nagoya-Shi, Aichi Pref., Japan

Mailing Address:  
 Nakato Marunouchi Bldg. 6F,  
 3-17-6 Marunouchi Naka-ku,  
 Nagoya, Japan, 460-0002  
 Tel: (011-81-52) 972-0450  
 Fax: (011-81-52) 972-0453  
 E-Mail: [ngoya@dfait-maeci.gc.ca](mailto:ngoya@dfait-maeci.gc.ca)  
 Web: <http://www.dfait-maeci.gc.ca/ni-ka/>

Territories/Responsibilities : Prefectures of Aichi and Gifu

Office Hours: Mon-Fri: 0900-1730

Time Difference (E.S.T.): +14

#### Mr. Terrance Greenberg

Consul  
 Trade Commissioner

#### Kato Kumiko

Commercial Assistant

#### Mizuhara Maki

Commercial Officer

### Osaka

#### Consulate General of Canada in Osaka

Street Address :  
 2-2-3 Nishi-Shinsaibashi,  
 Chuo-ku,  
 Osaka, Japan, 542-8691

Mailing Address:  
 P.O. Box 150,  
 Osaka Minami, Japan, 542-8691

Tel: (011-81-6) 6212-4910  
 Fax: (011-81-6) 6212-4914  
 E-Mail: [osaka@dfait-maeci.gc.ca](mailto:osaka@dfait-maeci.gc.ca)  
 Web: <http://www.dfait-maeci.gc.ca/ni-ka/>

Territories/Responsibilities : Prefectures of Osaka, Hyogo, Kyoto, Nara, Okayama, Shiga, Wakayama

Office Hours: Mon-Fri: 0900-1730

Time Difference (E.S.T.): +14

#### Mr. Mackenzie Clugston

Consul General  
 E-mail: [osaka@dfait-maeci.gc.ca](mailto:osaka@dfait-maeci.gc.ca)

#### Mr. G. Mark Scullion

Consul  
 Trade Commissioner  
 Investment Promotion / Strategic Alliances  
 E-mail: [osaka@dfait-maeci.gc.ca](mailto:osaka@dfait-maeci.gc.ca)

#### Mr. Yoshio Horiuchi

Commercial Officer  
 Building Products; Environmental Industries  
 E-mail: [osaka.construct@dfait-maeci.gc.ca](mailto:osaka.construct@dfait-maeci.gc.ca)

#### Mr. Kiyoji Hanasaki

Commercial Officer  
 Bio-Industries; Health Industries; Information and Communications Technologies  
 E-mail: [osaka.htech@dfait-maeci.gc.ca](mailto:osaka.htech@dfait-maeci.gc.ca)

#### Mr. Toshihisa Seki

Commercial Officer  
 Agriculture, Food and Beverages; Fish and Seafood Products  
 E-mail: [osaka.fn@dfait-maeci.gc.ca](mailto:osaka.fn@dfait-maeci.gc.ca)

### Jordan

#### The Canadian Embassy in Jordan

Street Address :  
 Pearl of Shmeisani Bldg.,  
 Shmeisani, Amman, Jordan

Mailing Address:  
 P.O. Box 815403,  
 Amman 11180, Jordan  
 Tel: (011-962-6) 566-6124  
 Fax: (011-962-6) 567-3088  
 E-Mail: [amman-td@dfait-maeci.gc.ca](mailto:amman-td@dfait-maeci.gc.ca)  
 Web: <http://www.infoexport.gc.ca/jo/>

Territories/Responsibilities : Jordan

Office Hours: Sun-Thurs: (Winter) 0830-1630; (Summer) Sun-Wed: 0800-1630; Thurs: 0800-1330

Major Holidays: 2001-01-01/02, 2001-02-28/29, 2001-04-05/06, 2001-04-14, 2001-05-01, 2001-05-25, 2001-06-15, 2001-06-25, 2001-08-11, 2001-10-24, 2001-11-14, 2001-11-27.

Time Difference (E.S.T.): +7

#### Mr. Andreas Weichert

Trade Commissioner

**Mrs. Hala R. Helou**  
 Senior Commercial Officer

**Mrs. Wafa T. Tabaishi**  
 Commercial Officer

### Kazakhstan

#### The Canadian Embassy in Kazakhstan

Street Address :  
 Karasai Batyr 34,  
 Almaty, Kazakhstan, 480100

Mailing Address: (same as above)

Tel: (011-7-3272) 501151/52/53  
 Fax: (011-7-3272) 582493  
 E-Mail: [almat@dfait-maeci.gc.ca](mailto:almat@dfait-maeci.gc.ca)  
 Web: <http://www.infoexport.gc.ca/kz>

Territories/Responsibilities : Kazakhstan, Kyrgyz Republic, Tajikistan

Office Hours: Mon-Fri: 0900-1730

Time Difference (E.S.T.): +11

#### Mr. Gerald Skinner

Ambassador

#### Mrs. Sophie Bibeau

Trade Commissioner

#### Ms. Tatiana Kutovaya

Commercial Officer  
 E-mail: [tanya.kutovaya@dfait-maeci.gc.ca](mailto:tanya.kutovaya@dfait-maeci.gc.ca)

#### Mr. Arthur Iralin

Commercial Officer  
 E-mail: [arthur.iralin@dfait-maeci.gc.ca](mailto:arthur.iralin@dfait-maeci.gc.ca)

### Kenya

#### The Canadian High Commission in Kenya

Street Address :  
 Comcraft House, Haile Selassie Ave,  
 Nairobi, Kenya

Mailing Address:  
 Haile Selassie Avenue,  
 P.O. Box 30481,  
 Nairobi, Kenya

Tel: (011-254-2) 21 48 04  
 Fax: (011-254-2) 22 69 87  
 E-Mail: [nrobi-td@dfait-maeci.gc.ca](mailto:nrobi-td@dfait-maeci.gc.ca)  
 Web: <http://www.infoexport.gc.ca/ke>

Territories/Responsibilities : Kenya, Burundi, Rwanda, Somalia, Uganda

Office Hours: Mon-Thurs: 0730-1600; Fri: 0730-1300

Time Difference (E.S.T.): +8

#### Mr. Gerry Campbell

High Commissioner

#### Mr. Ronald Rose

Senior Trade Commissioner

#### Mr. Benjamin Wamahiu

Commercial Officer

#### Ms. Abshiro Halake

Commerce Officer



Building Products  
E-mail: abshiro.halake@dfait-maeci.gc.ca

## Kiribati

see New Zealand

## Korea, Republic

### Seoul

#### The Canadian Embassy in the Republic of Korea

Street Address :  
10th-11th Floors, Kolon Building, 45 Mugyo-Dong, Jung-Ku,  
Seoul, Republic of Korea, 100-170

Mailing Address:  
C.P.O. Box 6299,  
Seoul, Republic of Korea, 100-662

Tel: (011-82-2) 3455-6000  
Fax: (011-82-2) 755-0686  
E-Mail: seoul@seoul.gc.ca  
Web: http://210.111.55.1/canada/

Office Hours: Mon-Fri: 0800-1630

Time Difference (E.S.T.): +14

**Mr. Arthur Perron**  
Ambassador

**Mr. Duane McMullen**  
Minister-Counsellor (Commercial)  
Senior Trade Commissioner  
Economic and Trade Policy; Government Procurement;  
Investment Promotion / Strategic Alliances; Market Access;  
Service Industries and Capital Projects  
E-mail: duane.mcmullen@seoul.gc.ca

**Mr. Arthur Fraser**  
Counsellor (Commercial)  
Advanced Materials; Building Products; Chemicals; Forest  
Industries; Metals, Minerals and Related Equipment,  
Services and Technology; Oil and Gas Equipment and  
Services; Plastics  
E-mail: arthur.fraser@seoul.gc.ca

**Mr. Choong-Sung Lee**  
Senior Commercial Officer  
Advanced Materials; Building Products; Chemicals; Electric  
Power Equipment and Services; Forest Industries; Metals,  
Minerals and Related Equipment, Services and Technology;  
Oil and Gas Equipment and Services; Plastics  
E-mail: choong-sung.lee@seoul.gc.ca

**Mr. Murray Pearson**  
Counsellor (Agriculture & Food)  
Aboriginal Products, Services and Technologies; Agricultural  
Technology and Equipment; Agriculture, Food and  
Beverages; Consumer Products; Fish and Seafood  
Products; Market Access  
E-mail: murray.pearson@seoul.gc.ca

**Mr. Jong-Hoon Kim**  
Commercial Officer  
Aboriginal Products, Services and Technologies; Agricultural  
Technology and Equipment; Agriculture, Food and  
Beverages; Consumer Products; Fish and Seafood Products  
E-mail: jong-hoon.kim@seoul.gc.ca

**Mr. Jean-Philippe Linteau**  
Second Secretary (Commercial)

Aerospace and Defence; Automotive; Bio-Industries;  
Consumer Products; Environmental Industries; Health  
Industries; Ocean Technologies; Rail and Urban Transit  
E-mail: jean-philippe.linteau@seoul.gc.ca

**Mr. Y.H. Choi**  
Commercial Officer  
Aerospace and Defence; Automotive; Bio-Industries;  
Consumer Products; Environmental Industries; Health  
Industries; Ocean Technologies; Rail and Urban Transit  
E-mail: yon-ho.choi@seoul.gc.ca

**Mr. Marcus Johns**  
Third Secretary (Commercial)  
Arts and Cultural Industries; Information and  
Communications Technologies; Science and Technology;  
Space  
E-mail: marcus.johns@seoul.gc.ca

**Mr. Sangmyun Kim**  
Commercial Officer  
Information and Communications Technologies; Science  
and Technology; Space  
E-mail: sangmyun.kim@seoul.gc.ca

**Ms. Hyun-Ju Lim**  
Commercial Assistant  
Arts and Cultural Industries  
E-mail: hyun-ju.lim@seoul.gc.ca

**Mr. Cliff Wulff**  
Managing Director - Alberta Korea Office  
E-mail: cliff.wulff@seoul.gc.ca

**Mr. Ha-Kyun Yoon**  
Commercial Officer - Alberta Korea Office  
E-mail: ha-kyun.yoon@seoul.gc.ca

### Pusan

#### Consulate of Canada in Pusan

Street Address :  
4th Floor, Bumin Security building #32-1 2-ka,  
Daechong-dong, Chung-ku,  
Pusan, Korea, 600-092

Mailing Address: (same as above)

Tel: (011-8251) 246-7024 or 240-1813  
Fax: (011-8251) 247-8443  
E-Mail: pusan@pusan.gc.ca  
Web: http://210.111.55.1/canada/

**Mr. Bonn K. Lee**  
Commercial Officer  
Agriculture, Food and Beverages; Bio-Industries; Building  
Products; Consumer Products; Electric Power Equipment  
and Services; Environmental Industries; Forest Industries;  
Health Industries; Information and Communications  
Technologies; Service Industries and Capital Projects;  
Space  
E-mail: bonnk.lee@pusan.gc.ca

**Ms. Julia (Ju-Young) Lee**  
Commercial Assistant  
E-mail: julia.lee@pusan.gc.ca

## Kuwait

#### The Canadian Embassy in Kuwait

Street Address :  
24 Al-Mutawakel Street, Block 4, Da'iah Area,  
Kuwait, Kuwait

Mailing Address:  
P.O. Box 25281 Safat,  
, 13113 Kuwait  
Tel: (011-965) 256-3025  
Fax: (011-965) 256-4167  
E-Mail: kwait-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca

Territories/Responsibilities : Kuwait, Qatar

Office Hours: Sat-Wed: 0730-1500

Time Difference (E.S.T.): +8

**Mr. Richard Mann**  
Ambassador

**Mr. Doug Bingeman**  
First Secretary (Commercial) and Consul  
Aerospace and Defence; Government Procurement;  
Investment Promotion / Strategic Alliances

**Ms. Ibtissam Hajj**  
Commercial Officer  
Advanced Manufacturing Technologies; Agricultural  
Technology and Equipment; Agriculture, Food and  
Beverages; Service Industries and Capital Projects;  
Consumer Products; Environmental Industries; Fish and  
Seafood Products; Health Industries; Information and  
Communications Technologies; Market Access; Ocean  
Technologies; Science and Technology

**Mr. Stewart J. Innes**  
Commercial Officer  
Building Products; Chemicals; Electric Power Equipment  
and Services; Forest Industries; Metals, Minerals and  
Related Equipment, Services and Technology; Oil and Gas  
Equipment and Services

## Kyrgyz Republic

see Kazakhstan

## Laos

see Thailand

## Latvia

#### The Canadian Embassy in Latvia

Street Address :  
Doma Laukums 4,  
Riga, Latvia, LV-1977

Mailing Address:  
Doma Laukums 4,  
Riga, Latvia, LM-1977

Tel: (011-371) 783-0141  
Fax: (011-371) 783-0140  
E-Mail: irena.cirpuse@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca

Territories/Responsibilities : Latvia, Estonia, Lithuania

Office Hours: Mon-Fri: 0900-1730

Time Difference (E.S.T.): +7

**Mr. Peter McKellar**  
Ambassador

**Mr. Sean Boyd**  
First Secretary (Commercial) and Consul

## Ms. Irena Cirpuse

Commercial Officer  
Arts and Cultural Industries  
E-mail: irena.cirpuse@dfait-maeci.gc.ca

## Lebanon

### The Canadian Embassy in Lebanon

Street Address :  
43 Jal-el-Dib Highway, Coolrite Building (seaside),  
Beirut, Lebanon

Mailing Address:  
P.O.Box 60163,  
Jal-El-Dib, Lebanon

Tel: (011-961) 4 - 713 900; (011-961) 4 - 710 591  
Fax: (011-961) 4 - 710 595  
E-Mail: berut-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/lb

Territories/Responsibilities : Lebanon

Office Hours: Mon-Thurs:0800-1630; Fri:0800-1330

Major Holidays: 2001-01-01,2001-03-05, 2001-04-13, 2001-04-16, 2001-05-21, 2001-07-09, 2001-09-03, 2001-10-08, 2001-11-22, 2001-12-25, 2001-12-26

Time Difference (E.S.T.): +7

## Mr. Haig Sarafian

Ambassador

## Sophie Legendre

Counsellor (Commercial)  
Information and Communications Technologies; Investment  
Promotion / Strategic Alliances; Liaison with International  
Financial Institutions; Rail and Urban Transit; Service  
Industries and Capital Projects

## Grace Dib

Commercial Officer  
Agriculture, Food and Beverages; Building Products;  
Consumer Products; Environmental Industries

## Lesotho

see South Africa

## Liberia

see Côte d'Ivoire

## Libya

see Tunisia

## Liechtenstein

see Switzerland

## Lithuania

see Latvia

## Luxembourg

see Belgium

## Madagascar

see Tanzania

## Malawi

see Zambia

## Malaysia

### The Canadian High Commission in Malaysia

Street Address :  
7th Floor, Plaza OSK, 172 Jalan Ampang,  
Kuala Lumpur, Malaysia, 50450

Mailing Address:  
PO Box 10990,  
50732,  
Kuala Lumpur, Malaysia

Tel: (011-603) 2718 3333  
Fax: (011-603) 2718 3391  
E-Mail: klmpr-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/kualalumpur

Territories/Responsibilities : Malaysia

Office Hours: Mon-Thur: 0800-1630; Fri: 0800-1330

Time Difference (E.S.T.): +13

## Mrs. Jean McCloskey

High Commissioner  
E-mail: jean.mccloskey@dfait-maeci.gc.ca

## Mr. Ottfried Von Finckenstein

Counsellor (Commercial)  
Senior Trade Commissioner  
Aerospace and Defence; Economic and Trade Policy;  
Market Access; Science and Technology; Space  
E-mail: o.von-finckenstein@dfait-maeci.gc.ca

## Ms. Jacqueline Bogden

First Secretary (Commercial)  
Trade Commissioner  
Automotive; Building Products; Government Procurement;  
Investment Promotion / Strategic Alliances; Liaison with  
International Financial Institutions; Rail and Urban Transit;  
Service Industries and Capital Projects  
E-mail: jacqueline.bogden@dfait-maeci.gc.ca

## Ms. Marie-Louise Hannan

Second Secretary (Commercial)  
Aboriginal Products, Services and Technologies; Chemicals;  
Electric Power Equipment and Services; Environmental  
Industries; Ocean Technologies; Oil and Gas Equipment and  
Services; Plastics  
E-mail: marie-louise.hannan@dfait-maeci.gc.ca

## Mr. John L. Nojey

Sector Manager  
Advanced Manufacturing Technologies; Advanced Materials;  
Forest Industries; Information and Communications  
Technologies; Metals, Minerals and Related Equipment,  
Services and Technology  
E-mail: john.nojey@dfait-maeci.gc.ca

## Ms. Sharon Fam

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Bio-Industries; Consumer Products; Fish  
and Seafood Products; Health Industries; Tourism  
E-mail: sharon.fam@dfait-maeci.gc.ca

## Maldives

see Sri Lanka

## Mali

### The Canadian Embassy in Mali

Street Address :  
Quartier Hyppodrome, rue Koulikoro,  
P.O. Box 198,  
Bamako, Mali

Mailing Address:  
P.O. Box 198,  
Bamako, Mali

Tel: (011-223) 21 22 36  
Fax: (011-223) 21 43 62  
E-Mail: bmako@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/ml

Territories/Responsibilities : Mali

Office Hours: Mon-Thurs: 0730-1600; Fri: 0730-1300

Time Difference (E.S.T.): +5

## Mr. Yves Boulanger

Ambassador

## Mr. Cheick Sadibou Keita

Trade Officer

## Malta

see Italy

## Marshall Islands

see Philippines

## Martinique

see Barbados

## Mauritania

see Senegal

## Mauritius

see South Africa

## Mexico

### Mexico, D.F.

### The Canadian Embassy in Mexico

Street Address :  
Calle Schiller No. 529, Colonia Rincón del Bosque, Polanco,  
México, D.F., Mexico, 11560

Mailing Address:  
Apartado Postal 105-05,  
11560 Mexico, D.F., Mexico

Tel: (011-52-5) 724-7900  
Fax: (011-52-5) 724-7982  
E-Mail: trade@canada.org.mx  
Web: http://www.canada.org.mx

Territories/Responsibilities : Mexico

Office Hours: Mon-Fri: 0845-1715



Major Holidays: See / Voir: <http://www.HolidayFestival.com/>

Time Difference (E.S.T.): -1

#### Mr. Keith Christie

Ambassador  
Head of Mission

#### Mrs. Geneviève des Rivières

Minister-Counsellor  
Programme Manager  
Government Procurement; Investment Promotion / Strategic  
Alliances; Liaison with International Financial Institutions  
E-mail: [genevieve.desrivieres@dfait-maeci.gc.ca](mailto:genevieve.desrivieres@dfait-maeci.gc.ca)

#### Mr. Peter Egyed

First Secretary (Commercial)  
Trade Commissioner  
Aerospace and Defence; Electric Power Equipment and  
Services; Metals, Minerals and Related Equipment, Services  
and Technology; Ocean Technologies; Oil and Gas  
Equipment and Services; Service Industries and Capital  
Projects; Space  
E-mail: [peter.egyed@dfait-maeci.gc.ca](mailto:peter.egyed@dfait-maeci.gc.ca)

#### Mr. Marco Rodriguez

Commercial Officer  
Advanced Manufacturing Technologies; Information and  
Communications Technologies  
E-mail: [marco.rodriguez@dfait-maeci.gc.ca](mailto:marco.rodriguez@dfait-maeci.gc.ca)

#### Ms. Mary Carmen Fernandez

Commercial Officer  
Aboriginal Products, Services and Technologies; Arts and  
Cultural Industries; Building Products  
E-mail: [mary-carmen.fernandez@dfait-maeci.gc.ca](mailto:mary-carmen.fernandez@dfait-maeci.gc.ca)

#### Mr. Steve Cote

Second Secretary (Commercial)  
Trade Commissioner  
Automotive; Environmental Industries; Rail and Urban  
Transit  
E-mail: [steve.cote@dfait-maeci.gc.ca](mailto:steve.cote@dfait-maeci.gc.ca)

#### Ms. Laura Hernandez

Commercial Officer  
Advanced Materials; Bio-Industries; Consumer Products;  
Health Industries; Plastics

#### Ms. Kim O'Neil

First Secretary (Agriculture)  
Trade Commissioner  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Bio-Industries; Fish and Seafood Products  
E-mail: [kim.oneil@dfait-maeci.gc.ca](mailto:kim.oneil@dfait-maeci.gc.ca)

#### Ms. Maria-Louisa Elizondo

Commercial Officer  
Agriculture, Food and Beverages; Bio-Industries; Market  
Access  
E-mail: [marialuisa.elizondo@dfait-maeci.gc.ca](mailto:marialuisa.elizondo@dfait-maeci.gc.ca)

#### Mr. Tom Oommen

First Secretary (Trade Policy)  
Economic and Trade Policy; Liaison with International  
Financial Institutions; Market Access; Science and  
Technology  
E-mail: [tom.oommen@dfait-maeci.gc.ca](mailto:tom.oommen@dfait-maeci.gc.ca)

#### Ms. Heather Brason

Commercial Officer  
Economic and Trade Policy; Government Procurement;  
Market Access  
E-mail: [heather.brason@dfait-maeci.gc.ca](mailto:heather.brason@dfait-maeci.gc.ca)

## Guadalajara

### Consulate of Canada in Guadalajara

Street Address :  
Hotel Fiesta Americana, Aurelio Aceves No. 225, Local 31,  
Col. Vallarta Poniente,  
Guadalajara, Jalisco, Mexico, 44100

Mailing Address: (same as above)

Tel: (011-52) 3615-6215  
Fax: (011-52) 3615-8665  
E-Mail: [guadalajara@canada.org.mx](mailto:guadalajara@canada.org.mx)  
Web: <http://www.canada.org.mx>

Territories/Responsibilities : States of Aguascalientes,  
Jalisco, Colima, Nayarit and Sinaloa

Office Hours: Mon-Fri: 0830-1400 and 1500-1700

Major Holidays: See / Voir: <http://www.HolidayFestival.com/>

Time Difference (E.S.T.): -1

#### Mr. John Grantham

Consul, Trade Commissioner  
Aboriginal Products, Services and Technologies; Liaison  
with International Financial Institutions; Metals, Minerals and  
Related Equipment, Services and Technology; Service  
Industries and Capital Projects  
E-mail: [john.grantham@dfait-maeci.gc.ca](mailto:john.grantham@dfait-maeci.gc.ca)

#### Mr. Fernando Baños Francia

Senior Commercial Officer  
Advanced Manufacturing Technologies; Advanced Materials;  
Building Products; Chemicals; Consumer Products; Electric  
Power Equipment and Services; Environmental Industries;  
Information and Communications Technologies; Oil and Gas  
Equipment and Services; Plastics; Rail and Urban Transit;  
Science and Technology; Space  
E-mail: [fernando.banos@dfait-maeci.gc.ca](mailto:fernando.banos@dfait-maeci.gc.ca)

#### Mr. Juan Carlos Munoz

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Automotive; Bio-Industries; Consumer  
Products; Fish and Seafood Products; Forest Industries;  
Health Industries  
E-mail: [juan-carlos.munoz@dfait-maeci.gc.ca](mailto:juan-carlos.munoz@dfait-maeci.gc.ca)

## Monterrey

### Consulate of Canada in Monterrey

Street Address :  
Zaragoza 1300 Sur. Edificio Kalos,  
Piso C-1, Despacho 108-A,  
Monterrey, N.L., Mexico, 64000

Mailing Address: (same as above)

Tel: (011-52-8) 344-3200/344-2753  
Fax: (011-52-8) 344-3048  
E-Mail: [monterrey@canada.org.mx](mailto:monterrey@canada.org.mx)  
Web: <http://www.canada.org.mx>

Territories/Responsibilities : Nuevo León, Coahuila,  
Tamaulipas

Office Hours: Mon-Fri: 0900-1730

Major Holidays: See / Voir: <http://www.HolidayFestival.com/>

Time Difference (E.S.T.): -1

#### Mr. Kevin Sinnott

Consul and Trade Commissioner  
Aboriginal Products, Services and Technologies; Rail and  
Urban Transit; Service Industries and Capital Projects  
E-mail: [kevin.sinnott@dfait-maeci.gc.ca](mailto:kevin.sinnott@dfait-maeci.gc.ca)

#### Ms. Veronica Fernandez

Commercial Officer  
Arts and Cultural Industries; Bio-Industries; Building  
Products; Chemicals; Consumer Products; Electric Power  
Equipment and Services; Environmental Industries; Forest  
Industries; Health Industries; Oil and Gas Equipment and  
Services; Plastics; Space  
E-mail: [veronica.fernandez@dfait-maeci.gc.ca](mailto:veronica.fernandez@dfait-maeci.gc.ca)

#### Mr. David Valle

Commercial Officer  
Advanced Manufacturing Technologies; Agricultural  
Technology and Equipment; Agriculture, Food and  
Beverages; Automotive; Consumer Products; Fish and  
Seafood Products; Forest Industries; Information and  
Communications Technologies; Metals, Minerals and  
Related Equipment, Services and Technology  
E-mail: [valled@canada.org.mx](mailto:valled@canada.org.mx)

## Moldova

see Romania

## Monaco

see France

## Mongolia

see China

## Montserrat

see Barbados

## Morocco

### The Canadian Embassy in Morocco

Street Address :  
13 Bis Jaafar As-Sadik,  
Rabat-Agdal, Morocco

Mailing Address:  
P.O. Box 709,  
Rabat-Agdal, Morocco

Tel: (011-212-37) 68 74 36  
Fax: (011-212-37) 68 74 15  
E-Mail: [rabat-td@dfait-maeci.gc.ca](mailto:rabat-td@dfait-maeci.gc.ca)

Office Hours: Mon-Thurs: 0800-1730; Fri: 0800-1330

Time Difference (E.S.T.): +5

#### Mr. Mark E. Bailey

Ambassador  
E-mail: [mark.bailey@dfait-maeci.gc.ca](mailto:mark.bailey@dfait-maeci.gc.ca)

#### Mr. Leopold Battel

Counsellor  
Senior Trade Commissioner  
Investment Promotion / Strategic Alliances; Liaison with  
International Financial Institutions  
E-mail: [leopold.battel@dfait-maeci.gc.ca](mailto:leopold.battel@dfait-maeci.gc.ca)

#### Mr. Zouhair Kanouni

Commercial Officer

Aerospace and Defence; Agriculture, Food and Beverages; Forest Industries; Electric Power Equipment and Services; Oil and Gas Equipment and Services; Metals, Minerals and Related Equipment, Services and Technology; Fish and Seafood Products; Rail and Urban Transit  
E-mail: [zouhair.kanouni@dfait-maeci.gc.ca](mailto:zouhair.kanouni@dfait-maeci.gc.ca)

#### Mrs. Asmae Amrouche

Commercial Officer  
Bio-Industries; Environmental Industries; Health Industries; Chemicals; Building Products; Service Industries and Capital Projects; Advanced Manufacturing Technologies  
E-mail: [asmae.amrouche@dfait-maeci.gc.ca](mailto:asmae.amrouche@dfait-maeci.gc.ca)

#### Ms. Rim El Mkinssi

Trade Assistant  
E-mail: [rim.elmkinssi@dfait-maeci.gc.ca](mailto:rim.elmkinssi@dfait-maeci.gc.ca)

#### Mr. Bentamou Jamila

Assistant

### Mozambique

#### The Canadian Embassy in Mozambique

Street Address :  
Avenida Julius Nyerere, # 1128,  
Maputo, Mozambique

Mailing Address:  
P.O. Box 1578,  
Maputo, Mozambique

Tel: (011-258-1) 492-623  
Fax: (011-258-1) 492-667  
E-Mail: [mputo-td@dfait-maeci.gc.ca](mailto:mputo-td@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/mz>

Office Hours: Mon-Thurs: 0800-1700; Fri: 0730-1300

Time Difference (E.S.T.): +7

#### Mr. Roberto Carr-Ribeiro

Counsellor

#### Mr. Jamisse Lino

Officer

### Myanmar

see Thailand

### Namibia

see South Africa

### Nauru

see Australia

### Nepal

see India

### Netherlands

#### The Canadian Embassy in the Netherlands

Street Address :  
Sophialaan 7,  
The Hague, Netherlands, 2514 JP

Mailing Address:  
Postbus 30820,  
Den Haag, Netherlands, 2500 GV

Tel: (011-31-70) 311-1600  
Fax: (011-31-70) 311-1682  
E-Mail: [hague-td@dfait-maeci.gc.ca](mailto:hague-td@dfait-maeci.gc.ca)  
Web: <http://www.dfait-maeci.gc.ca/~thehague/>  
<http://www.ocanada.nl>

Territories/Responsibilities : Netherlands

Office Hours: Mon-Fri: 0900-1730

Major Holidays: 2001-01-01, 2001-04-16, 2001-04-30,  
2001-05-24, 2001-06-04

Time Difference (E.S.T.): +6

#### Mr. Simon Doyon

Minister-Counsellor  
Chargé d'affaires

#### Mr. Walter Hughes

Counsellor  
Commercial, Communications & Culture

#### Mr. Gavin Buchan

First Secretary (Economic)  
Economic Officer

#### Mr. Frits Zechner

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Automotive; Chemicals; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Plastics; Rail and Urban Transit; Service Industries and Capital Projects  
E-mail: [frits.zechner@dfait-maeci.gc.ca](mailto:frits.zechner@dfait-maeci.gc.ca)

#### Mr. Chris Rowley

Commercial Officer  
Information and Communications Technologies

#### Ms. Catherine Curtis

Commercial Officer  
Investment Promotion / Strategic Alliances

#### Ms. Judith Baguley

Commercial Officer

#### Ms. Anne Staal-Bitter

Commercial Assistant

#### Ms. Amy Olieman-Lindsey

Commercial Assistant

#### Ms. Helen Liong

Division Secretary

#### Mr. Marcel Louwman

Cultural Attaché  
Arts and Cultural Industries

#### Ms. Melanie Ter Meulen

Press/Academic Relations Officer

### Netherlands Antilles

see Venezuela

### New Caledonia

see Australia

### New Zealand

#### Wellington

#### The Canadian High Commission in New Zealand

Street Address :  
3rd Fl., 61 Molesworth Street,  
Thorndon, Wellington, New Zealand

Mailing Address:  
P.O. Box 12-049,  
Thorndon, Wellington, New Zealand

Tel: (011-64-4) 473-9577  
Fax: (011-64-4) 471-2082  
E-Mail: [wlgtn@dfait-maeci.gc.ca](mailto:wlgtn@dfait-maeci.gc.ca)  
Web: <http://www.dfait-maeci.gc.ca/newzealand/>

Territories/Responsibilities : New Zealand, Cook Islands, Fiji, Kiribati, Niue, Tonga, Tuvalu, Samoa, French Polynesia (Consular only). The High Commission in Wellington is primarily involved in market access issues when discussed between governments. Enquiries from Canadian companies regarding export marketing, technology, joint ventures and investment should be directed to the Canadian Government Trade Office, Auckland.

Office Hours: Mon-Fri: 0830-1630

#### Ms. Valerie Raymond

High Commissioner

#### Mr. William R. Bowden

Counsellor

### Auckland

#### Canadian Government Trade Office in Auckland

Street Address :  
9th Floor, 48 Emily Place,  
Auckland, New Zealand

Mailing Address:  
P.O. Box 6186,  
Wellesley Street,  
Auckland, New Zealand

Tel: (011-64-9) 309-3690  
Fax: (011-64-9) 307-3111  
E-Mail: [aklnd@dfait-maeci.gc.ca](mailto:aklnd@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/nz>

Territories/Responsibilities : New Zealand, Cook Islands, Fiji, French Polynesia, Kiribati, Niue, Tonga, Tuvalu, Samoa

Office Hours: Monday-Friday: 0830-1630

Major Holidays: 2001-01-01, 2001-01-02, 2001-01-24,  
2001-02-1, 2001-02-6, 2001-04-25, 2001-12-25, 2001-12-26.

Time Difference (E.S.T.): +18hr

#### Mr. Pierre-André Cusson

Trade Commissioner  
Aerospace and Defence; Agricultural Technology and Equipment; Agriculture, Food and Beverages; Bio-Industries; Economic and Trade Policy; Fish and Seafood Products; Health Industries; Investment Promotion / Strategic Alliances  
E-mail: [pierre-andre.cusson@dfait-maeci.gc.ca](mailto:pierre-andre.cusson@dfait-maeci.gc.ca)

#### Mr. Brian Emsley

Commercial Officer



Building Products; Chemicals; Electric Power Equipment and Services; Environmental Industries; Forest Industries; Information and Communications Technologies; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Plastics; Service Industries and Capital Projects  
E-mail: [brian.emsley@dfait-maeci.gc.ca](mailto:brian.emsley@dfait-maeci.gc.ca)

#### **Ms. Fabienne Bovis**

Commercial Assistant  
Arts and Cultural Industries; Consumer Products  
E-mail: [fabienne.bovis@dfait-maeci.gc.ca](mailto:fabienne.bovis@dfait-maeci.gc.ca)

### **Nicaragua**

see Costa Rica

### **Niger**

see Côte d'Ivoire

### **Nigeria**

#### **The Canadian High Commission in Nigeria**

Street Address :  
17 Walter Carrington Crescent,  
Lagos, Victoria Island, Nigeria

Mailing Address:  
P.O. Box 54506, Ikoyi,  
Lagos, Nigeria

Tel: (011-234-1) 262-2512  
Fax: (011-234-1) 262-2516  
E-Mail: [lagos@dfait-maeci.gc.ca](mailto:lagos@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/ng>  
Time Difference (E.S.T.): +6

#### **Mr. Ian Ferguson**

High Commissioner

#### **Mr. Chris Gilbreth**

Commercial Officer

### **Niue**

see New Zealand

### **Northern Ireland**

see United Kingdom

### **Northern Mariana islands**

see Philippines

### **Norway**

#### **The Canadian Embassy in Norway**

Street Address :  
Wergelandsveien 7,  
0244 Oslo, Norway

Mailing Address: (same as above)

Tel: (011-47) 2299 5300  
Fax: (011-47) 2299 5301  
E-Mail: [oslo-td@dfait-maeci.gc.ca](mailto:oslo-td@dfait-maeci.gc.ca)  
Web: <http://www.canada.no>

Territories/Responsibilities : Norway, Iceland (please see under Honorary Consuls)

Office Hours: (Sept 1/May 31) Mon-Fri: 0830-1645; (June 1-Aug 31) Mon-Fri: 0800-1530

Time Difference (E.S.T.): +6

#### **Ms. Marie-Lucie Morin**

Ambassador

#### **Mr. Ronald McLeod**

Consul  
Counsellor (Commercial)  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Bio-Industries; Environmental Industries; Fish and Seafood Products; Forest Industries; Oil and Gas Equipment and Services  
E-mail: [ron.mcleod@dfait-maeci.gc.ca](mailto:ron.mcleod@dfait-maeci.gc.ca)

#### **Mr. Bjorn Just Hanssen**

Commercial Officer  
Aboriginal Products, Services and Technologies; Advanced Manufacturing Technologies; Arts and Cultural Industries; Building Products; Consumer Products; Electric Power Equipment and Services; Health Industries; Information and Communications Technologies; Ocean Technologies  
E-mail: [bjorn.hanssen@dfait-maeci.gc.ca](mailto:bjorn.hanssen@dfait-maeci.gc.ca)

#### **John Winterbourne**

Commercial Officer  
Aerospace and Defence; Automotive; Chemicals; Investment Promotion / Strategic Alliances; Metals, Minerals and Related Equipment, Services and Technology; Rail and Urban Transit; Science and Technology; Space  
E-mail: [john.winterbourne@dfait-maeci.gc.ca](mailto:john.winterbourne@dfait-maeci.gc.ca)

#### **Mrs. Barbara C. Thorjussen**

Commercial Assistant  
E-mail: [barbara.thorjussen@dfait-maeci.gc.ca](mailto:barbara.thorjussen@dfait-maeci.gc.ca)

### **Oman**

see Saudi Arabia

### **Pakistan**

#### **Islamabad**

#### **The Canadian High Commission in Pakistan**

Street Address :  
Diplomatic Enclave, Sector G-5,  
Islamabad, Pakistan

Mailing Address:  
G.P.O. Box 1042,  
Islamabad, Pakistan

Tel: (011-92-51) 227-9100  
Fax: (011-92-51) 227-9111  
E-Mail: [isbad-td@dfait-maeci.gc.ca](mailto:isbad-td@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/pk>

Territories/Responsibilities : Pakistan, Afghanistan

Office Hours: Mon-Thurs: 0800-1700; Fri: 0800-1230

Major Holidays: 2001-01-01, 2001-03-07, 2001-04-05, 2001-04-23, 2001-06-07, 2001-07-02, 2001-10-08, 2001-12-18, 2001-12-25/26

Time Difference (E.S.T.): +10

#### **Mr. Ferry de Kerckhove**

High Commissioner

#### **Mr. John K. Burbridge**

Counsellor  
Trade Commissioner

E-mail: [john.burbridge@dfait-maeci.gc.ca](mailto:john.burbridge@dfait-maeci.gc.ca)

#### **Mr. Ahsan Ulhaq**

Commercial Officer  
Advanced Manufacturing Technologies; Advanced Materials; Aerospace and Defence; Automotive; Building Products; Chemicals; Consumer Products; Electric Power Equipment and Services; Government Procurement; Investment Promotion / Strategic Alliances; Market Access; Metals, Minerals and Related Equipment, Services and Technology; Ocean Technologies; Oil and Gas Equipment and Services; Plastics; Rail and Urban Transit; Service Industries and Capital Projects; Space  
E-mail: [ahsan.ulhaq@dfait-maeci.gc.ca](mailto:ahsan.ulhaq@dfait-maeci.gc.ca)

#### **Mr. Ali Khan**

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Bio-Industries; Electric Power Equipment and Services; Environmental Industries; Fish and Seafood Products; Health Industries; Information and Communications Technologies; Liaison with International Financial Institutions; Science and Technology; Service Industries and Capital Projects  
E-mail: [ali.khan@dfait-maeci.gc.ca](mailto:ali.khan@dfait-maeci.gc.ca)

### **Karachi**

#### **Consulate of Canada in Karachi**

Street Address :  
Beach Luxury Hotel, 1st Floor, M.T. Khan Road,  
Karachi, Pakistan

Mailing Address:  
Beach Luxury Hotel, 1st Floor,  
M.T. Khan Road,  
Karachi, Pakistan

Tel: (011-92-21) 561-0672  
Fax: (011-92-21) 561-0684  
E-Mail: [cancom@fascom.com](mailto:cancom@fascom.com)  
Web: <http://www.infoexport.gc.ca/pk>

Office Hours: Mon-Thurs 0800-1700; Fri: 0800-1230

Major Holidays: 2001-01-01, 2001-03-07, 2001-04-05, 2001-04-23, 2001-06-07, 2001-07-02, 2001-10-08, 2001-12-18, 2001-12-25/26

Time Difference (E.S.T.): +10

#### **Mr. Azhar Kirmani**

Commercial Officer

### **Palau**

see Philippines

### **Panama**

#### **The Canadian Embassy in Panama**

Street Address :  
World Trade Center,  
Calle 53E, Marbella, Galeria Comercial, Piso 1,  
Panama City, Panama

Mailing Address:  
Apartado 0832-2446,  
Estafeta World Trade Center,  
Panama, Panama

Tel: (011-507) 264-7115  
Fax: (011-507) 263-8083  
E-Mail: [PANAM@dfait-maeci.gc.ca](mailto:PANAM@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/pa>

Territories/Responsibilities : Panama

Office Hours: Mon-Thurs: 0800-1630; Fri: 0800-1330

Major Holidays: 2001-01-01

Time Difference (E.S.T.): 0

#### Mr. Daniel Daley

Ambassador  
Economic and Trade Policy  
E-mail: daniel.daley@dfait-maeci.gc.ca

#### Ms. Patty Goodfellow-Daley

Second Secretary and Consul  
E-mail: patty.goodfellow@dfait-maeci.gc.ca

#### Mr. Abdiel Basto

Commercial Officer  
Aboriginal Products, Services and Technologies; Advanced Manufacturing Technologies; Advanced Materials; Aerospace and Defence; Agricultural Technology and Equipment; Agriculture, Food and Beverages; Arts and Cultural Industries; Automotive; Bio-Industries; Building Products; Chemicals; Consumer Products; Economic and Trade Policy  
E-mail: abdiel.basto@dfait-maeci.gc.ca

### Papua New Guinea

see Australia

### Paraguay

see Argentina

### Peru

#### The Canadian Embassy in Peru

Street Address :  
Libertad 130, Miraflores,  
Lima, Peru, Lima 18

Mailing Address:  
Casilla 18-1126,  
Correo Miraflores,  
Lima 18, Peru

Tel: (011-511) 444-4015, 444-3893, 444-3940  
Fax: (011-511) 444-4347  
E-Mail: lima-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/pe

Territories/Responsibilities : Peru, Bolivia

Office Hours: Mon-Tues-Thurs-Fri: 0800-1700; Wed: 0800-1300

Time Difference (E.S.T.): 0

#### Mr. Graeme C. Clark

Ambassador  
E-mail: graeme.clark@dfait-maeci.gc.ca

#### Mr. Patrice Veilleux

Commercial Counsellor  
Aerospace and Defence; Economic and Trade Policy; Investment Promotion / Strategic Alliances  
E-mail: patrice.veilleux@dfait-maeci.gc.ca

#### Mr. Mark Strasser

Second Secretary Commercial  
Trade Commissioner  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Automotive; Building Products; Forest

Industries; Information and Communications Technologies; Plastics  
E-mail: mark.strasser@dfait-maeci.gc.ca

#### Mr. Oscar G. Vasquez

Commercial Officer  
Chemicals; Electric Power Equipment and Services; Environmental Industries; Fish and Seafood Products; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Rail and Urban Transit  
E-mail: oscar.vasquez@dfait-maeci.gc.ca

#### Ms. Katia Rivadeneyra

Commercial Officer  
Arts and Cultural Industries; Consumer Products; Information and Communications Technologies; Liaison with International Financial Institutions; Service Industries and Capital Projects  
E-mail: katia.rivadeneyra@dfait-maeci.gc.ca

#### Mrs. Mary Carmen Thomas

Commercial Assistant  
Health Industries  
E-mail: mary-carmen.thomas@dfait-maeci.gc.ca

#### Ms. Ariana A. Vindrola

Commercial Assistant  
E-mail: ariana.vindrola@dfait-maeci.gc.ca

### Philippines

#### The Canadian Embassy in the Philippines

Street Address :  
11th Floor, Allied Bank Centre,  
6754 Ayala Avenue,  
Makati City, Metro Manila, Philippines, 1226

Mailing Address:  
P.O. Box 2168,  
Makati Central Post Office,  
Makati City, Metro Manila, Philippines, 1299  
Tel: (011-63-2) 867-0095/867-0001  
Fax: (011-63-2) 810-1699  
E-Mail: manil-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/manila/

Territories/Responsibilities : Philippines, Guam, Marshall Islands, Federated States of Micronesia, Northern Marianas, Palau

Office Hours: Mon-Thu: 0800-1630, Fri: 0800-1330

Major Holidays: 2001-01-01, 2001-04-12, 2001-04-13, 2001-06-12, 2001-07-02, 2001-08-06, 2001-09-03, 2001-10-08, 2001-11-01, 2001-12-25, 2001-12-26

Time Difference (E.S.T.): +13

#### Mr. Robert Collette

Ambassador  
E-mail: robert.collette@dfait-maeci.gc.ca

#### Mr. Richard Bale

Counsellor (Commercial)  
Senior Trade Commissioner  
Economic and Trade Policy; Market Access  
E-mail: richard.bale@dfait-maeci.gc.ca

#### Mr. Pierre Delorme

Counsellor (Commercial), Asian Development Bank Liaison  
Trade Commissioner  
Liaison with International Financial Institutions  
E-mail: pierre.delorme@dfait-maeci.gc.ca

#### Mr. Eric Bertram

Second Secretary (Commercial)  
Trade Commissioner  
Aerospace and Defence; Arts and Cultural Industries; Government Procurement; Investment Promotion / Strategic Alliances; Service Industries and Capital Projects; Space; Tourism  
E-mail: eric.bertram@dfait-maeci.gc.ca

#### Ms. Rana Jaglal

Trade Commissioner  
E-mail: rana.jaglal@dfait-maeci.gc.ca

#### Mr. Butch dela Cruz

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Bio-Industries; Consumer Products; Fish and Seafood Products; Forest Industries; Health Industries  
E-mail: butch.dela-cruz@dfait-maeci.gc.ca

#### Mr. Ramon Yazon

Commercial Officer  
Advanced Materials; Building Products; Chemicals; Electric Power Equipment and Services; Environmental Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Plastics  
E-mail: ramon.yazon@dfait-maeci.gc.ca

#### Ms. Evelyn Rothery

Commercial Officer  
Automotive; Information and Communications Technologies; Rail and Urban Transit; Science and Technology  
E-mail: evelyn.rothery@dfait-maeci.gc.ca

#### Ms. Catalina Blanco

Commercial Officer  
Liaison with International Financial Institutions  
E-mail: katie.blanco@dfait-maeci.gc.ca

### Poland

#### The Canadian Embassy in Poland

Street Address :  
Reform Plaza, 10th Floor,  
Al. Jerozolimskie 123,  
Warsaw, Poland

Mailing Address: (same as above)

Tel: (011-48-22) 584-3360  
Fax: (011-48-22) 584-3195  
E-Mail: wsaw-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/pl

Territories/Responsibilities : Poland, Belarus

Office Hours: Mon-Fri: 0830-1630

Major Holidays: 2001-01-01, 2001-04-13/16, 2001-05-01, 2001-05-03, 2001-06-14, 2001-07-02, 2001-08-06, 2001-08-15, 2001-09-03, 2001-10-08, 2001-11-01, 2001-12-25/26

Time Difference (E.S.T.): +6

#### Mr. Donald P. McLennan

Ambassador

#### Ms. Barbara Giacomini

Counsellor (Commercial)  
Senior Trade Commissioner  
Economic and Trade Policy; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Market Access; Science and Technology  
E-mail: wsaw-td@dfait-maeci.gc.ca



**Ms. Joanne Lemay**

Third Secretary (Commercial)  
Aerospace and Defence; Arts and Cultural Industries;  
Automotive; Rail and Urban Transit; Service Industries and  
Capital Projects; Space

**Mr. Adam Kapitan Bergman**

Commercial Officer / Business Development Manager  
Building Products; Electric Power Equipment and Services;  
Metals, Minerals and Related Equipment, Services and  
Technology; Oil and Gas Equipment and Services  
E-mail: adam.bergman@dfait-maeci.gc.ca

**Ms. Hanna Mroz**

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Chemicals; Fish and Seafood Products;  
Information and Communications Technologies; Plastics

**Ms. Ewa Gawron-Dobroczyńska**

Commercial Officer  
Bio-Industries; Consumer Products; Environmental  
Industries; Forest Industries; Health Industries

**Ms. Jolanta Widenka**

Commercial Assistant

**Ms. Teresa Zielinska**

Secretary, Trade Section

**Ms. Malgorzata Janasik**

Trade Assistant

**Portugal****The Canadian Embassy in Portugal**

Street Address :  
Avenida da Liberdade, 198/200-3rd Fl.,  
1269-121 Lisbon, Portugal

Mailing Address: (same as above)

Tel: (011-351-21) 316-4651  
Fax: (011-351-21) 316-4695  
E-Mail: lsbon-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/pt

Territories/Responsibilities : Portugal, Azores, Madeira

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): +5

**Mr. Robert Vanderloo**

Ambassador

**Mr. Keith McFarlane**

Counsellor (Commercial)  
Commercial Program Manager

**Mrs. Fatima Carvalho**

Commercial Officer  
Building Products; Rail and Urban Transit

**Mr. Jose Araujo Correia**

Commercial Officer  
Advanced Manufacturing Technologies; Information and  
Communications Technologies

**Puerto Rico**

see U.S.A.

**Qatar**

see Kuwait

**Romania****The Canadian Embassy in Romania**

Street Address :  
36 Nicolae Iorga,  
Bucharest, Romania, 71118

Mailing Address:  
P.O. Box 2966, Post Office No. 22,  
Bucharest, Romania, 71118  
Tel: 011-401-222-9845  
Fax: 011-401-312-0366  
E-Mail: bucst-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/ro

Territories/Responsibilities : Romania, Bulgaria, Moldova

Office Hours: Mon-Fri: 0900-1700

Time Difference (E.S.T.): +7

**Mr. Raphael Girard**

Ambassador  
Coordinator for Reconstruction of the Balkans

**Mr. Claude Charland**

Counsellor  
Trade Commissioner  
Economic and Trade Policy; Government Procurement;  
Investment Promotion / Strategic Alliances; Liaison with  
International Financial Institutions; Market Access; Service  
Industries and Capital Projects  
E-mail: claudc.charland@dfait-maeci.gc.ca

**Mr. Valeriu Costea**

Commercial Officer  
Advanced Manufacturing Technologies; Electric Power  
Equipment and Services; Environmental Industries;  
Information and Communications Technologies; Investment  
Promotion / Strategic Alliances; Market Access; Metals,  
Minerals and Related Equipment, Services and Technology;  
Oil and Gas Equipment and Services; Science and  
Technology  
E-mail: valeriu.costea@dfait-maeci.gc.ca

**Mr. Octavian Bonea**

Commercial Officer  
Aerospace and Defence; Agricultural Technology and  
Equipment; Agriculture, Food and Beverages; Automotive;  
Bio-Industries; Building Products; Consumer Products; Fish  
and Seafood Products; Forest Industries; Health Industries;  
Liaison with International Financial Institutions; Market  
Access; Ocean Technologies; Plastics; Rail and Urban  
Transit; Science and Technology  
E-mail: octavian.bonea@dfait-maeci.gc.ca

**Mrs. Corina Stanescu**

Commercial Assistant  
Arts and Cultural Industries  
E-mail: corina.stanescu@dfait-maeci.gc.ca

**Russian Federation****Moscow****The Canadian Embassy in Russia**

Street Address :  
Starokonyushenny Pereulok 23,  
Moscow, Russia, 121002

Mailing Address: (same as above)

Tel: (011-7-095) 956-6666  
Fax: (011-7-095) 232-9949  
E-Mail: mosco-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/ru

Territories/Responsibilities : Russia, Armenia, Uzbekistan

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): +8

**Mr. Rodney (Rod) Irwin**

Ambassador  
E-mail: rodney.irwin@dfait-maeci.gc.ca

**Mr. Graham Rush**

Minister-Counsellor (Commercial)  
International Business Development Program Manager  
E-mail: graham.rush@dfait-maeci.gc.ca

**Mr. Gilles Couturier**

Counsellor (Commercial)  
Oil and Gas Equipment and Services  
E-mail: gilles.couturier@dfait-maeci.gc.ca

**Mr. Tracy Reynolds**

Second Secretary (Commercial)  
Aerospace and Defence; Science and Technology;  
Information and Communications Technologies; Rail and  
Urban Transit  
E-mail: tracy.reynolds@dfait-maeci.gc.ca

**Mr. Patrick Boulanger**

Third Secretary (Commercial)  
Arts and Cultural Industries; Fish and Seafood Products;  
Health Industries; Tourism  
E-mail: patrick.boulanger@dfait-maeci.gc.ca

**Ms. Irina Litvinova**

Commercial Officer  
Automotive; Consumer Products; Electric Power Equipment  
and Services; Forest Industries  
E-mail: irina.litvinova@dfait-maeci.gc.ca

**Mr. Valery Makarov**

Commercial Officer  
Building Products; Investment Promotion / Strategic  
Alliances  
E-mail: valery.makarov@dfait-maeci.gc.ca

**Ms. Lilya Panova**

Commercial Officer  
Chemicals; Environmental Industries; Metals, Minerals and  
Related Equipment, Services and Technology; Plastics  
E-mail: lilya.panova@dfait-maeci.gc.ca

**Ms. Marina Fomitcheva**

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages  
E-mail: marina.fomitcheva@dfait-maeci.gc.ca

**Mrs. Natalia Churilova**

Administrative Assistant (Commercial)  
E-mail: natalia.churilova@dfait-maeci.gc.ca

**Mrs. Valentina Kalinkina**

Administrative Assistant (Commercial Section)  
E-mail: valentina.kalinkina@dfait-maeci.gc.ca

**St. Petersburg**

**Consulate General of Canada in St.  
Petersburg**

Street Address :  
32 Malodetskosselsky Prospect,  
St-Petersburg, Russia

Mailing Address:  
32, Malodetskosselsky Prospect,  
198013 St. Petersburg, Russia  
Tel: (011-7-812) 325-8448  
Fax: (011-7-812) 325 83 93  
E-Mail: spurg@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/ru

Territories/Responsibilities : North-West of Russian Federation incl. St. Petersburg, Republic of Karelia and the regions of Archangelsk, Leningrad, Murmansk, Novgorod, Pskov

Office Hours: Mon-Fri: 0900-1700

Time Difference (E.S.T.): +8

#### **Mrs. Linda McDonald**

Consul General  
E-mail: linda.mcdonald@dfait-maeci.gc.ca

#### **Ms. Margarita Sandal**

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Building Products; Consumer Products; Environmental Industries; Forest Industries; Health Industries  
E-mail: margarita.sandal@dfait-maeci.gc.ca

#### **Mr. Andrei Galaev**

Commercial Officer  
Information and Communications Technologies; Oil and Gas Equipment and Services; Rail and Urban Transit  
E-mail: andrei.galaev@dfait-maeci.gc.ca

### **Rwanda**

see Kenya

### **Saint Christopher and Nevis**

see Barbados

### **Saint Lucia**

see Barbados

### **Saint Vincent and the Grenadines**

see Barbados

### **San Marino**

see Italy

### **Sao Tome and Principe**

see Gabon

### **Saudi Arabia**

#### **The Canadian Embassy in Saudi Arabia**

Street Address :  
Diplomatic Quarter,  
Riyadh, Saudi Arabia

Mailing Address:  
P.O. Box 94321,  
Riyadh 11693, Saudi Arabia

Tel: (011-966-1) 488-2288  
Fax: (011-966-1) 488-0137  
E-Mail: ryadh-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/sa

Territories/Responsibilities : Saudi Arabia, Bahrain, Oman, Yemen

Office Hours: Sat-Wed: 0800-1600

Major Holidays: 2001-01-01, 2001-03-05, 2001-03-06, 2001-03-07

Time Difference (E.S.T.): +8

#### **Mr. Robert Craig**

Minister-Counsellor  
Economic and Trade Policy; Government Procurement; Investment Promotion / Strategic Alliances; Market Access  
E-mail: robert.craig@dfait-maeci.gc.ca

#### **Mr. George G. Sanderson**

Counsellor (Commercial)  
Aerospace and Defence; Environmental Industries; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Metals, Minerals and Related Equipment, Services and Technology; Space  
E-mail: george.sanderson@dfait-maeci.gc.ca

#### **Mr. Carl Pilon**

Third Secretary (Commercial)  
Agriculture, Food and Beverages; Arts and Cultural Industries; Bio-Industries; Health Industries; Fish and Seafood Products; Agricultural Technology and Equipment  
E-mail: carl.pilon@dfait-maeci.gc.ca

#### **Mr. Joe M. Fakhri**

Senior Commercial Officer  
Automotive; Building Products; Plastics; Rail and Urban Transit; Tourism  
E-mail: joe.fakri@dfait-maeci.gc.ca

#### **Mr. Imad Arafat**

Commercial Officer  
Chemicals; Electric Power Equipment and Services; Information and Communications Technologies; Oil and Gas Equipment and Services  
E-mail: imad.arafat@dfait-maeci.gc.ca

#### **Mr. Andre Barbour**

Commercial Officer  
Forest Industries; Consumer Products; Science and Technology; Information and Communications Technologies  
E-mail: andre.barbour@dfait-maeci.gc.ca

#### **Mr. John Khalife**

Commercial Officer  
Forest Industries; Consumer Products; Science and Technology; Information and Communications Technologies  
E-mail: john.khalife@dfait-maeci.gc.ca

### **Scotland**

see United Kingdom

### **Senegal**

#### **The Canadian Embassy in Senegal**

Street Address :  
45, de la République Avenue,  
Dakar, Senegal

Mailing Address:  
P.O. Box 3373,  
Dakar, Senegal

Tel: (011-221) 823 92 90  
Fax: (011-221) 823 87 49  
E-Mail: dakar-td@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/sn

Territories/Responsibilities : Senegal, Cape Verde, Gambia, Guinea-Bissau, Mauritania

Office Hours: Mon-Thurs: 0800-1700; Fri: 0800-1230

Time Difference (E.S.T.): +5

#### **Ms. Michele Levesque**

Ambassador

#### **Mrs. Hélène Laverdière**

First Secretary

#### **Ms. Natou Oureytou Thiam**

Senior Commercial Officer  
E-mail: natou.thiam@dfait-maeci.gc.ca

### **Seychelles**

see Tanzania

### **Sierra Leone**

see Guinea

### **Singapore**

#### **The Canadian High Commission in Singapore**

Street Address :  
IBM Towers, 14th fl., 80 Anson Road,  
Singapore, Singapore, 079907

Mailing Address:  
P.O. Box 845, Robinson Road,  
Singapore, Singapore, 901645

Tel: (011-65) 325-3200  
Fax: (011-65) 325-3294  
E-Mail: chctrade@magix.com.sg  
Web: http://www.infoexport.gc.ca/sing

Territories/Responsibilities : Singapore

Office Hours: Mon-Thurs: 0800-1630 Fri: 0800-1330

Major Holidays: 2001-01-01, 2001-01-24/25, 2001-03-06, 2001-04-13, 2001-05-01, 2001-05-07, 2001-08-09, 2001-11-14, 2001-12-16, 2001-12-25

Time Difference (E.S.T.): +13

#### **Ms. Doreen Steidle**

High Commissioner

#### **Ms. Jackie Draper**

First Secretary  
Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: jackie.draper@dfait-maeci.gc.ca

#### **Mr. Arun S. Alexander**

Trade Commissioner  
Chemicals; Economic and Trade Policy; Environmental Industries; Ocean Technologies; Oil and Gas Equipment and Services; Plastics; Rail and Urban Transit  
E-mail: arun.alexander@dfait-maeci.gc.ca

#### **Mr. Frank S.H. Quah**

Senior Commercial Officer



Aerospace and Defence; Automotive; Building Products;  
Forest Industries  
E-mail: frank.quah@dfait-maeci.gc.ca

#### Mr. Francis Chan

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Bio-Industries; Consumer Products; Fish  
and Seafood Products; Health Industries; Service Industries  
and Capital Projects  
E-mail: francis.chan@dfait-maeci.gc.ca

#### Ms. Esther Ho

Commercial Officer  
Advanced Manufacturing Technologies; Information and  
Communications Technologies; Space  
E-mail: esther.ho@dfait-maeci.gc.ca

### Slovak Republic

see Czech Republic

### Slovenia

see Hungary

### Solomon Islands

see Australia

### Somalia

see Kenya

### South Africa

#### The Canadian High Commission Trade Office in Johannesburg

Street Address :  
Cradock Place, 1st Floor, 10 Arnold Road, Rosebank,  
Johannesburg, South Africa

Mailing Address:  
P.O. Box 1394, Parklands,  
Johannesburg, Gauteng, South Africa, 2121

Tel: (011-27-11) 442-3130  
Fax: (011-27-11) 442-3325  
E-Mail: jobrg-td@dfait-maeci.gc.ca  
Web: http://www.canada.co.za

Territories/Responsibilities : South Africa, Lesotho,  
Mauritius, Namibia, Swaziland

Office Hours: Mon-Thurs: 0800-1645; Fri: 0800-1330

Time Difference (E.S.T.): +7

#### Mr. Jean-Pierre Hamel

Senior Trade Commissioner

#### Ms. Karen Garner

Trade Commissioner  
Agriculture, Food and Beverages; Arts and Cultural  
Industries; Consumer Products; Fish and Seafood Products;  
Information and Communications Technologies

#### Mr. Bruce B. Fraser

Commercial Officer  
Aerospace and Defence; Forest Industries; Oil and Gas  
Equipment and Services; Metals, Minerals and Related  
Equipment, Services and Technology; Chemicals; Rail and  
Urban Transit

#### Mr. Israel Noko

Commercial Officer  
Environmental Industries; Health Industries; Information and  
Communications Technologies

### Spain

#### The Canadian Embassy in Spain

Street Address :  
Calle Nunez de Balboa, 35,  
Madrid, Spain, 28001

Mailing Address:  
Apartado 117,  
Madrid, Spain, 28080

Tel: (011-34) 91.423.32.50  
Fax: (011-34) 91.423.32.52  
E-Mail: mdrid-td@dait-maeci.gc.ca  
Web: http://www.canada-es.org

Territories/Responsibilities : Spain and Andorra

Office Hours: Mon-Fri: 0830-1715

Time Difference (E.S.T.): +6

#### Mr. Peter Furesz

Counsellor (Commercial)  
Economic and Trade Policy; Investment Promotion /  
Strategic Alliances; Science and Technology  
E-mail: peter.furesz@dfait-maeci.gc.ca

#### Ms. Roberta O. Cross

First Secretary (Commercial)  
E-mail: cross.roberta@dfait-maeci.gc.ca

#### Mr. Isidro Garcia

Senior Commercial Officer  
Bio-Industries; Environmental Industries; Electric Power  
Equipment and Services; Oil and Gas Equipment and  
Services; Investment Promotion / Strategic Alliances;  
Science and Technology

#### Mr. Marc Gagnon

Commercial Officer  
Advanced Manufacturing Technologies; Agricultural  
Technology and Equipment; Agriculture, Food and  
Beverages; Fish and Seafood Products; Health Industries;  
Liaison with International Financial Institutions

#### Mr. Alonso Herrero

Commercial Officer  
Aerospace and Defence; Automotive; Chemicals;  
Information and Communications Technologies; Oil and Gas  
Equipment and Services; Rail and Urban Transit

#### Mrs. Amaya Jauregui

Commercial Officer  
Arts and Cultural Industries; Service Industries and Capital  
Projects; Consumer Products; Forest Industries; Metals,  
Minerals and Related Equipment, Services and Technology

#### Mrs. Nina Martinez

Commercial Assistant  
Health Industries

#### Mrs. Andree Beaulac

Secretary

#### Mr. Leonard Loos

WinExports Manager  
E-mail: leonard.loos@dfait-maeci.gc.ca

### Sri Lanka

#### The Canadian High Commission in Sri Lanka

Street Address :  
6 Gregory's Road,  
Colombo, Sri Lanka

Mailing Address:  
P.O. Box 1006,  
Colombo, Sri Lanka

Tel: (94-1) 69 58 41/42/43/45 - Cell phone/cellulaire:  
0094 77 383 058

Fax: (94-1) 68 70 49  
E-Mail: clmbo@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/lk

Territories/Responsibilities : Sri Lanka, Maldives

Office Hours: Mon-Thurs: 0800-1635; Fri: 0800-1310

Time Difference (E.S.T.): +11.5

#### Ms. Ruth Archibald

Ambassador (Maldives)  
High Commissioner (Sri Lanka)

#### Mr. Chris Pullenayegem

Commercial Program Manager  
Environmental Industries  
E-mail: chris.pullenayegem@dfait-maeci.gc.ca

### St. Martin

see Barbados

### St. Pierre and Miquelon

see U.S.A.

### Sudan

see Egypt

### Suriname

see Guyana

### Swaziland

see South Africa

### Sweden

#### The Canadian Embassy in Sweden

Street Address :  
Tegelbacken 4, 7th Floor,  
Stockholm, Sweden

Mailing Address:  
P.O. Box 16129,  
Stockholm, Sweden, 103 23

Tel: (011-46-8) 453-3000  
Fax: (011-46-8) 24 24 91  
E-Mail: stkhm-commerce@dfait-maeci.gc.ca  
Web: http://www.canadaemb.se

Territories/Responsibilities : Sweden

Office Hours: Mon-Fri: 08:30-17:00, closed at lunch 12:00-13:00

Time Difference (E.S.T.): +6

#### Mr. Bruce Christie

First Secretary (Commercial)

Aerospace and Defence; Investment Promotion / Strategic Alliances  
E-mail: bruce.christie@dfait-maeci.gc.ca

**Ms. Inga-Lill Olsson**

Business Development Officer  
Advanced Manufacturing Technologies; Electric Power Equipment and Services; Environmental Industries  
E-mail: inga-lill.olsson@dfait-maeci.gc.ca

**Ms. Maria Stenberg**

Business Development Officer  
Agriculture, Food and Beverages; Building Products; Consumer Products; Fish and Seafood Products; Forest Industries; Metals, Minerals and Related Equipment, Services and Technology  
E-mail: maria.stenberg@dfait-maeci.gc.ca

**Ms. Stephanie Oscarsson**

Business Development Officer  
Arts and Cultural Industries; Automotive; Bio-Industries; Health Industries; Rail and Urban Transit  
E-mail: stephanie.oscarsson@dfait-maeci.gc.ca

**Mr. Euan Scott**

Business Development Officer  
Information and Communications Technologies  
E-mail: euan.scott@dfait-maeci.gc.ca

**Ms. Anik Levesque**

Business Development Assistant  
E-mail: anik.levesque@dfait-maeci.gc.ca

## Switzerland

### The Canadian Embassy in Switzerland

Street Address :  
Kirchenfeldstrasse 88,  
Berne, Switzerland

Mailing Address:  
P.O. Box 234,,  
CH-3000 Berne 6, Switzerland,  
Berne, Switzerland

Tel: (011-41-31) 357 32 00  
Fax: (011-41-31) 357 32 10  
E-Mail: bern-td@dfait-maeci.gc.ca  
Web: http://www.canada-ambassade.ch

Territories/Responsibilities : Switzerland, Liechtenstein

Office Hours: (Winter) Mon-Fri: 0800-1645;(Summer) Mon-Fri: 0800-1615

Time Difference (E.S.T.): +6

**Mr. John J. Noble**

Ambassador  
E-mail: john.noble@dfait-maeci.gc.ca

**Mr. Charles Larabie**

Counsellor (Commercial)  
Program Manager (Commercial/Economic)  
Economic and Trade Policy; Investment Promotion / Strategic Alliances  
E-mail: charles.larabie@dfait-maeci.gc.ca

**Mr. Werner Naef**

Commercial Officer  
Agriculture, Food and Beverages; Bio-Industries; Building Products; Environmental Industries; Fish and Seafood Products; Forest Industries; Health Industries  
E-mail: werner.naef@dfait-maeci.gc.ca

**Mr. Hugo Klein**

Commercial Officer

Aerospace and Defence; Automotive; Information and Communications Technologies; Rail and Urban Transit; Space  
E-mail: hugo.klein@dfait-maeci.gc.ca

**Mrs. Marianne Burkhard**

Commercial Secretary  
Arts and Cultural Industries; Consumer Products  
E-mail: marianne.burkhard@dfait-maeci.gc.ca

## Syria

### The Canadian Embassy in Syria

Street Address :  
Lot 12, Mezzeh Autostrade,  
Damascus, Syria

Mailing Address:  
P.O. Box 3394,  
Damascus, Syria

Tel: (011-963-11) 611-6692, 611 6851, 611 6870  
Fax: (011-963-11) 611-4000  
E-Mail: dmcus-td@dfait-maeci.gc.ca  
Web: http://www.canembdam.org

Territories/Responsibilities : Jordan, Cyprus

Office Hours: Sun-Wed: 0800-1630; Thurs: 0800-1330

Major Holidays: 2001-01-01, 2001-03-07/08/09/10, 2001-03-21, 2001-04-28, 2001-06-15, 2001-10-06, 2001-11-16

Time Difference (E.S.T.): +6

**Mr. Franco Pillarella**

Ambassador

**Mr. Jean-Dominique Ieraci**

Commercial Counsellor, Syria and Jordan  
Agriculture, Food and Beverages; Automotive; Environmental Industries; Health Industries; Forest Industries; Oil and Gas Equipment and Services; Plastics; Metals, Minerals and Related Equipment, Services and Technology; Chemicals; Consumer Products; Building Products; Investment Promotion / Strategic Alliances; Science and Technology; Advanced Manufacturing Technologies; Information and Communications Technologies; Agricultural Technology and Equipment; Tourism  
E-mail: jean-dominique.ieraci@dfait-maeci.gc.ca

**Ms. Rita Homs**

Commercial Assistant

## Taiwan

### Canadian Trade Office in Taipei

Street Address :  
13th floor, 365 Fu Hsing North Road,  
Taipei, Taiwan, 104

Mailing Address:  
13th floor, 365 Fu Hsing Nord Road,  
Taipei, 10483, Taiwan

Tel: (011-886-2) 2544-3000  
Fax: (011-886-2) 2544-3595  
E-Mail: tapei-td@dfait-maeci.gc.ca  
Web: http://www.canada.org.tw

Territories/Responsibilities : Taiwan

Office Hours: Mon-Fri: 0830-1730

Time Difference (E.S.T.): +13

**Mr. David Mulroney**

Director

**Mr. Scott Fraser**

Director, Trade and Investment and Senior Trade Commissioner  
E-mail: scott.fraser@dfait-maeci.gc.ca

**Mr. Martin Charron**

Deputy Director, Agriculture & Agri-food  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Fish and Seafood Products; Market Access  
E-mail: martin.charron@dfait-maeci.gc.ca

**Mr. Marcel R. Laneville**

Deputy Director, High Technology & services  
Aerospace and Defence; Information and Communications Technologies; Liaison with International Financial Institutions; Rail and Urban Transit; Service Industries and Capital Projects  
E-mail: marcel.laneville@dfait-maeci.gc.ca

**Ms. Ping Kitnikone**

Deputy Director, Investment  
Investment Promotion / Strategic Alliances  
E-mail: ping.kitnikone@dfait-maeci.gc.ca

**Mr. Joshua Hodgson**

Deputy Director and Assistant Trade Commissioner  
Bio-Industries; Building Products; Environmental Industries; Health Industries  
E-mail: joshua.hodgson@dfait-maeci.gc.ca

**Mr. James Lee**

Senior Commercial Officer  
Aerospace and Defence; Information and Communications Technologies; Rail and Urban Transit  
E-mail: james.lee@dfait-maeci.gc.ca

**Ms. Karen Huang**

Senior Commercial Officer  
Bio-Industries; Building Products; Chemicals; Consumer Products; Environmental Industries; Forest Industries; Health Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Plastics  
E-mail: karen.huang@dfait-maeci.gc.ca

**Ms. Angie So**

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: angie.so@dfait-maeci.gc.ca

**Ms. Sylvia Shih**

Commercial Officer  
Investment Promotion / Strategic Alliances  
E-mail: sylvia.shih@dfait-maeci.gc.ca

**Mr. Edward Ng**

Manager, Canadian Education Centre  
E-mail: edward.ng@dfait-maeci.gc.ca

## Tajikistan

see Kazakhstan

## Tanzania

### The Canadian High Commission in Tanzania

Street Address :  
38 Mirambo, Garden Ave.,  
Dar-es-Salaam, Tanzania

Mailing Address:  
P.O. Box 1022,



**Dar-es-Salaam, Tanzania**

Tel: (011-255-22) 211 2837  
 Fax: (011-255-22) 211 6897  
 E-Mail: dslam-td@dfait-maeci.gc.ca  
 Web: http://www.infoexport.gc.ca/tz

Territories/Responsibilities : Tanzania, Comoros, Madagascar, Seychelles

Office Hours: Mon-Fri: 0730-1530

Time Difference (E.S.T.): +8

**Mr. Wayne Hammond**  
 High Commissioner

**Mr. Robert Lawrence**  
 Counsellor  
 E-mail: robert.lawrence@dfait-maeci.gc.ca

**Mr. Gaspar Tarimo**  
 Senior Commercial Officer  
 Investment Promotion / Strategic Alliances; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services  
 E-mail: gaspar.tarimo@dfait-maeci.gc.ca

**Ms. Suad Msellem**  
 Commercial Assistant  
 E-mail: suad.msellem@dfait-maeci.gc.ca

**Mr. Noel Amos**  
 Commercial Officer  
 Environmental Industries; Fish and Seafood Products; Forest Industries; Health Industries; Information and Communications Technologies; Tourism  
 E-mail: noel.amos@dfait-maeci.gc.ca

**Thailand****The Canadian Embassy in Thailand**

Street Address :  
 15th Floor, Abdulrahim Place, 990 Rama IV Road, Bangkok, Thailand, 10500

Mailing Address:  
 P.O. Box 2090,  
 Bangkok, Thailand, 10501  
 Tel: (011-66-2) 636-0540  
 Fax: (011-66-2) 636-0568  
 E-Mail: bngkk-td@dfait-maeci.gc.ca  
 Web: http://www.dfait-maeci.gc.ca/bangkok

Territories/Responsibilities : Thailand, Burma/Myanmar, Laos

Office Hours: Mon-Thurs: 0730-1615; Fri: 0730-1300

Time Difference (E.S.T.): +12

**Mr. Bernard Giroux**  
 Ambassador  
 E-mail: bernard.giroux@dfait-maeci.gc.ca

**Mr. Mike Ward**  
 TID Program Manager  
 Senior Trade Commissioner  
 Aerospace and Defence; Economic and Trade Policy; Investment Promotion / Strategic Alliances; Market Access  
 E-mail: mike.ward@dfait-maeci.gc.ca

**Mr. Gordon Parsons**  
 Counsellor (Commercial)  
 Agricultural Technology and Equipment; Bio-Industries; Chemicals; Consumer Products; Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services

E-mail: gordon.parsons@dfait-maeci.gc.ca

**Mr. Thawee Thaiprasithiporn**  
 Senior Commercial Officer  
 Agriculture, Food and Beverages; Fish and Seafood Products; Metals, Minerals and Related Equipment, Services and Technology; Plastics  
 E-mail: thawee.thaiprasithiporn@dfait-maeci.gc.ca

**Ms. Veena Ngaoharoenchitr**  
 Commercial Officer  
 Electric Power Equipment and Services; Information and Communications Technologies; Ocean Technologies; Science and Technology  
 E-mail: veena.ngaoharoenchitr@dfait-maeci.gc.ca

**Mr. Surin Thanalerktul**  
 Commercial Officer  
 Advanced Manufacturing Technologies; Advanced Materials; Automotive; Environmental Industries; Health Industries; Tourism  
 E-mail: surin.thanalerktul@dfait-maeci.gc.ca

**Ms. Carolyn Knobel**  
 Third Secretary (Commercial)  
 Arts and Cultural Industries; Automotive; Environmental Industries; Information and Communications Technologies; Liaison with International Financial Institutions; Rail and Urban Transit; Service Industries and Capital Projects  
 E-mail: carolyn.knobel@dfait-maeci.gc.ca

**Togo**

see Ghana

**Tonga**

see New Zealand

**Trinidad and Tobago****The Canadian High Commission in Trinidad and Tobago**

Street Address :  
 3-3A Sweet Briar Road,  
 St. Clair,  
 Port of Spain, Trinidad and Tobago

Mailing Address:  
 P.O. Box 1246,  
 Port of Spain, Trinidad and Tobago, W.I.

Tel: (1-868) 622-6232  
 Fax: (1-868) 628-2576  
 E-Mail: pspan-commerce@dfait-maeci.gc.ca  
 Web: http://www.dfait-maeci.gc.ca/port-of-spain

Office Hours: Mon-Thurs: 0730-1600; Fri: 0730-1300

Time Difference (E.S.T.): +1

**Mr. Thomas Bearss**  
 Counsellor (Commercial)  
 Environmental Industries  
 E-mail: tom.bearss@dfait-maeci.gc.ca

**Mr. Ramesh Tiwari**  
 Commercial Officer  
 Agricultural Technology and Equipment; Agriculture, Food and Beverages; Building Products; Health Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services  
 E-mail: ramesh.tiwari@dfait-maeci.gc.ca

**Ms. Jacqueline Tardieu**  
 Commercial Assistant

**Tunisia****The Canadian Embassy in Tunisia**

Street Address :  
 3 du Sénégal Street, Place d'Afrique,  
 Tunis, Tunisia, 1002

Mailing Address:  
 C.P. 31, Le Belvédère 1002,  
 Tunis, Tunisia, 1002

Tel: (011-216-1) 796-577 Ext. 3351  
 Fax: (011-216-1) 792-371  
 E-Mail: tunis-td@dfait-maeci.gc.ca  
 Web: http://www.infoexport.gc.ca/tn

Territories/Responsibilities : Tunisia, Libya

Office Hours: Mon-Thurs: 0800-1700; Fri: 0700-1430

Time Difference (E.S.T.): +6

**Mr. Jacques Simard**  
 Ambassador  
 E-mail: jacques.simard@dfait-maeci.gc.ca

**Mr. Russell Merifield**  
 Consul  
 Commercial Counsellor  
 E-mail: russell.merifield@dfait-maeci.gc.ca

**Mr. Lassaâd Bourguiba**  
 Commercial Officer  
 E-mail: lassaad.bourguiba@dfait-maeci.gc.ca

**Turkey****The Canadian Embassy in Turkey**

Street Address :  
 Nenehatun Caddesi 75, Gaziosmanpasa,  
 Ankara, Turkey

Mailing Address: (same as above)

Tel: (011-90-312) 436-1275  
 Fax: (011-90-312) 446 28 11  
 E-Mail: ankra-td@dfait-maeci.gc.ca  
 Web: http://www.infoexport.gc.ca/tr

Territories/Responsibilities : Azerbaijan, Georgia, Turkmenistan

Office Hours: Mon-Thurs: 0830-1745; Fri: 0830-1300

Time Difference (E.S.T.): +10

**Mr. Jean-Marc Duval**  
 Ambassador  
 E-mail: jean-marc.duval@dfait-maeci.gc.ca

**Mr. Amir Guindi**  
 Counsellor (Commercial)  
 Senior Trade Commissioner  
 Economic and Trade Policy; Government Procurement; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions  
 E-mail: amir.guindi@dfait-maeci.gc.ca

**Mr. John Rodney**  
 Second Secretary (Commercial)  
 Trade Commissioner  
 Arts and Cultural Industries; Market Access; Service Industries and Capital Projects

E-mail: john.rodney@dfait-maeci.gc.ca

### Mr. Can Ozguc

Senior commercial Officer

Aboriginal Products, Services and Technologies; Advanced Manufacturing Technologies; Aerospace and Defence; Agricultural Technology and Equipment; Agriculture, Food and Beverages; Automotive; Consumer Products; Fish and Seafood Products; Information and Communications Technologies; Ocean Technologies; Rail and Urban Transit; Science and Technology; Space

E-mail: can.ozguc@dfait-maeci.gc.ca

### Mr. Akin Kosetorunu

Commercial Officer

Advanced Materials; Bio-Industries; Building Products; Chemicals; Electric Power Equipment and Services; Environmental Industries; Forest Industries; Health Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Plastics; Tourism

E-mail: akin.kosetorunu@dfait-maeci.gc.ca

### Mrs. Selva Ozturk

Commercial Assistant

E-mail: selva.ozturk@dfait-maeci.gc.ca

### Mrs. Aysel Isin

Commercial Assistant

E-mail: aysel.isin@dfait-maeci.gc.ca

## Turkmenistan

see Turkey

## Turks and Caicos Islands

see Jamaica

## Tuvalu

see New Zealand

## Uganda

see Kenya

## Ukraine

### The Canadian Embassy in Ukraine

Street Address :

31 Yaroslaviv Val Street,  
Kyiv, Ukraine, 01901

Mailing Address:

P.O. Box 205,  
Kyiv, Ukraine, 01901

Tel: (011 380 44) 464-1144

Fax: (011 380 44) 464-1133

E-Mail: kyiv-td@dfait-maeci.gc.ca

Web: http://www.infoexport.gc.ca/ua

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): +7

### Mr. Derek R.T. Fraser

Ambassador

### Mr. David McGregor

First Secretary (Commercial)  
Manager, Commercial Section

Economic and Trade Policy; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Market Access

E-mail: david.mcgregor@dfait-maeci.gc.ca

### Mr. George Grushchenko

Senior Commercial Officer

Advanced Manufacturing Technologies; Advanced Materials; Aerospace and Defence; Agricultural Technology and Equipment; Agriculture, Food and Beverages; Automotive; Bio-Industries; Building Products; Chemicals; Electric Power Equipment and Services; Environmental Industries; Fish and Seafood Products; Forest Industries; Information and Communications Technologies; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Plastics

E-mail: george.grushchenko@dfait-maeci.gc.ca

### Mrs. Victoria Vinogradova

Trade Assistant

Bio-Industries; Consumer Products; Health Industries; Liaison with International Financial Institutions

E-mail: victoria.vinogradova@dfait-maeci.gc.ca

### Mrs. Natalia Melnichenko

Trade Secretary

Tourism

E-mail: natalia.melnichenko@dfait-maeci.gc.ca

## United Arab Emirates

### Abu Dhabi

### The Canadian Embassy in the United Arab Emirates

Street Address :

Al Bateen District, Villa #440, Al Nahyan (26th Street),  
Abu Dhabi, United Arab Emirates

Mailing Address:

P.O. Box 6970,  
Abu Dhabi, United Arab Emirates

Tel: (011-971-2) 445-6969

Fax: (011-971-2) 445-8787

E-Mail: abdbi-td@dfait-maeci.gc.ca

Web: http://www.infoexport.gc.ca/ae

Territories/Responsibilities : Emirate of Abu Dhabi, UAE

Office Hours: Sat-Wed: 0800-1600

Time Difference (E.S.T.): +9

### Mr. Christopher J.M. Thomson

Ambassador

E-mail: christopher.thomson@dfait-maeci.gc.ca

### Dr. Maher Abou-Guendia

Counsellor (Commercial)

Aerospace and Defence; Health Industries; Information and Communications Technologies; Rail and Urban Transit

E-mail: maher.abou-guendia@dfait-maeci.gc.ca

### Ms. Nicole AbiAad Zaroubi

Senior Commercial Officer

Automotive; Building Products; Chemicals; Electric Power Equipment and Services; Environmental Industries; Oil and Gas Equipment and Services; Plastics

E-mail: nicole.zaroubi@dfait-maeci.gc.ca

### Ms. Margaret Hogan

Education and Tourism Officer

E-mail: margaret.hogan@dfait-maeci.gc.ca

### Mrs. Trudy Hawkins

Commercial Program Assistant

Consumer Products; Forest Industries

E-mail: trudy.hawkins@dfait-maeci.gc.ca

## Dubai

### Consulate of Canada in Dubai

Street Address :

Juma Al Majid, Suite 708, Khalid Ibn Waleed St.,  
Dubai, United Arab Emirates

Mailing Address:

P.O. Box 52472,  
Dubai, United Arab Emirates

Tel: (011-971) 4- 3521717; 4- 3525858;

Fax: (011-971) 4- 3517722; 4- 3518844

E-Mail: dubai-td@dfait-maeci.gc.ca

Web: http://www.infoexport.gc.ca/ae

Territories/Responsibilities : Dubai and the Northern Emirates

Office Hours: Sat-Wed: 0800-1530

Time Difference (E.S.T.): +9

### Mr. Christopher Thornley

Consul and Senior Trade Commissioner (Head of Consulate)

E-mail: christopher.thornley@dfait-maeci.gc.ca

### Mr. Rick Séguin

Consul and Trade Commissioner

Agricultural Technology and Equipment; Agriculture, Food and Beverages; Economic and Trade Policy; Fish and Seafood Products; Market Access

E-mail: richard.w.seguin@dfait-maeci.gc.ca

### Mr. Paul Brettle

Consul and Trade Commissioner

Aerospace and Defence; Arts and Cultural Industries; Government Procurement; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Rail and Urban Transit; Service Industries and Capital Projects; Tourism

### Mr. Fouad Soueid

Senior Commercial Officer

Advanced Manufacturing Technologies; Advanced Materials; Bio-Industries; Chemicals; Electric Power Equipment and Services; Health Industries; Information and Communications Technologies; Metals, Minerals and Related Equipment, Services and Technology; Ocean Technologies; Plastics; Science and Technology

E-mail: fouad.soueid@dfait-maeci.gc.ca

### Mrs. Sanam Shahani

Commercial Officer

Automotive; Forest Industries; Consumer Products; Building Products

E-mail: sanam.shahani@dfait-maeci.gc.ca

### Ms. Melanie Lapalm

Commercial Assistant (Agri-Food)

Agricultural Technology and Equipment; Agriculture, Food and Beverages

E-mail: melanie.lapalme@dfait-maeci.gc.ca

### Ms. Von Affleck

Commercial Assistant

E-mail: von.affleck@dfait-maeci.gc.ca

## United Kingdom

### The Canadian High Commission in the United Kingdom



Street Address :  
Macdonald House,  
1 Grosvenor Square,  
London, United Kingdom, W1K 4AB

Mailing Address:  
Macdonald House,  
1 Grosvenor Square,  
London, UK, W1K 4AB

Tel: (011-44-20) 7258-6600  
Fax: (011-44-20) 7258-6384  
E-Mail: ldn-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/london/

Territories/Responsibilities : England, Northern Ireland,  
Scotland, Wales, Channel Islands, Gibraltar

Office Hours: Mon-Fri: 0900-1700

Major Holidays: 2001-01-01, 2001-04-13, 2001-04-16,  
2001-05-07, 2001-05-27, 2001-07-02, 2001-08-06, 2001-08-27,  
2001-10-08, 2001-12-25/26

Time Difference (E.S.T.): +5

**Mr. Jeremy K.B. Kinsman**  
High Commissioner

**Mr. Tom MacDonald**  
Minister (Commercial/Economic)

**Mr. Michel C. Têtu**  
Counsellor (Trade, Investment and Technology)  
Economic and Trade Policy; Investment Promotion /  
Strategic Alliances; Market Access; Science and Technology  
E-mail: michel.tetu@dfait-maeci.gc.ca

**Mr. George Edwards**  
Senior Commercial Officer  
Information and Communications Technologies  
E-mail: george.edwards@dfait-maeci.gc.ca

**Mr. Patrick Mattern**  
Investment Officer  
Investment Promotion / Strategic Alliances  
E-mail: patrick.mattern@dfait-maeci.gc.ca

**Ms. Deanne Rourke**  
Junior Commercial Officer  
Environmental Industries; Health Industries; Ocean  
Technologies  
E-mail: deanne.rourke@dfait-maeci.gc.ca

**Ms. Michelle Gartland**  
Junior Commercial Officer  
Consumer Products  
E-mail: michelle.gartland@dfait-maeci.gc.ca

**Mr. Daniel de Bellefeuille**  
Counsellor (Commercial)  
Forest Industries  
E-mail: daniel.debellefeuille@dfait-maeci.gc.ca

**Mr. Jason E. Kee**  
Commercial Officer  
Building Products; Service Industries and Capital Projects;  
Plastics  
E-mail: jason.kee@dfait-maeci.gc.ca

**Mr. Simon Smith**  
Commercial Officer  
Advanced Manufacturing Technologies; Chemicals; Electric  
Power Equipment and Services; Metals, Minerals and  
Related Equipment, Services and Technology; Oil and Gas  
Equipment and Services  
E-mail: simon.smith@dfait-maeci.gc.ca

**Mr. Ian Thomson**  
Counsellor (Commercial)  
Agriculture, Food and Beverages; Fish and Seafood  
Products  
E-mail: ian.thomson@dfait-maeci.gc.ca

**Ms. Janet E. Farmer**  
Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food  
and Beverages; Fish and Seafood Products  
E-mail: janet.farmer@dfait-maeci.gc.ca

## United States of America

### Washington, DC

#### The Canadian Embassy in the United States of America

Street Address :  
501 Pennsylvania Ave., NW,  
Washington, DC, DC 20001, United States of America

Mailing Address:  
501 Pennsylvania Ave., NW,  
Washington, DC 20001, U.S.A.

Tel: (202) 682-1740  
Fax: (202) 682-7726  
E-Mail: wshdc-td@dfait-maeci.gc.ca  
Web: http://www.cdnemb-washdc.org

Territories/Responsibilities : Eastern Pennsylvania,  
Delaware, Maryland, District of Columbia, Virginia

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): 0

**Ms. Lynda E. Watson**  
Minister-Counsellor, Commercial  
Head of Section

**Mr. Stéphane Charbonneau**  
Counsellor (Commercial)  
Liaison with International Financial Institutions  
E-mail: stephane.charbonneau@dfait-maeci.gc.ca

**Mr. Gregory Rust**  
First Secretary (Commercial)  
Manager, Trade and Investment Program  
Investment Promotion / Strategic Alliances  
E-mail: gregory.rust@dfait-maeci.gc.ca

**Ms. Judith Bradt**  
Director of Government Markets  
Market Access; Aerospace and Defence; Government  
Procurement; Information and Communications  
Technologies  
E-mail: judy.bradt@dfait-maeci.gc.ca

**Mr. Robert Webb**  
Counsellor (Science & Technology)  
Science and Technology  
E-mail: robert.webb@dfait-maeci.gc.ca

**Mr. Gerard Brathwaite-Sturgeon**  
Second Secretary (Commercial)  
Government Procurement; Information and Communications  
Technologies  
E-mail: gerard.brathwaite-sturgeon@dfait-maeci.gc.ca

**Ms. Amanda McNaughton**  
Third Secretary (Commercial)  
Environmental Industries; Space  
E-mail: amanda.mcnaughton@dfait-maeci.gc.ca

**Mr. Richard Malloy**  
Business Development Officer (Defence)  
Market Access; Aerospace and Defence; Government  
Procurement  
E-mail: richard.malloy@dfait-maeci.gc.ca

**Mr. Manuel Ellenbogen**  
Business Development Officer  
Agricultural Technology and Equipment; Building Products;  
Health Industries; Information and Communications  
Technologies  
E-mail: manuel.ellenbogen@dfait-maeci.gc.ca

**Mrs. Cynthia Stevenson**  
Business Development Officer  
Aboriginal Products, Services and Technologies; Agriculture,  
Food and Beverages; Arts and Cultural Industries;  
Consumer Products; Fish and Seafood Products; Service  
Industries and Capital Projects  
E-mail: cynthia.stevenson@dfait-maeci.gc.ca

**Mr. Matthew Clark**  
Senior Commercial Officer (International Finance)  
Liaison with International Financial Institutions  
E-mail: matthew.clark@dfait-maeci.gc.ca

**Ms. Connie Connor**  
Business Development Officer  
Liaison with International Financial Institutions  
E-mail: connie.connor@dfait-maeci.gc.ca

**Mr. John A. Drummond**  
Third Secretary (Energy)  
Executive Assistant  
Economic and Trade Policy  
E-mail: john.drummond@dfait-maeci.gc.ca

**Ms. Ann Ewasechko**  
First Secretary (Agriculture/Environment)  
Economic and Trade Policy  
E-mail: anne.ewasechko@dfait-maeci.gc.ca

**Mr. John Hannaford**  
Third Secretary (Services, Investment and Intellectual  
Property)  
Economic and Trade Policy  
E-mail: john.hannaford@dfait-maeci.gc.ca

**Mr. Carl Hartill**  
First Secretary (Energy)  
Economic and Trade Policy  
E-mail: carl.hartill@dfait-maeci.gc.ca

**Mr. Marvin Hildebrand**  
First Secretary (Agriculture)  
Economic and Trade Policy  
E-mail: marvin.hildebrand@dfait-maeci.gc.ca

**Mr. Timothy J. Hodges**  
First Secretary (Economic)  
Counsellor (Economic)  
Economic and Trade Policy  
E-mail: timothy.hodges@dfait-maeci.gc.ca

**Mr. David Sevigny**  
Counsellor (Finance)  
Economic and Trade Policy  
E-mail: david.sevigny@dfait-maeci.gc.ca

**Ms. Birgit Matthiesen**  
Commercial Officer (Market Access)  
Economic and Trade Policy; Market Access  
E-mail: birgit.matthiesen@dfait-maeci.gc.ca

**Ms. Raphaela Drummond**  
Commercial Officer (Market Access)  
Economic and Trade Policy  
E-mail: raphaela.drummond@dfait-maeci.gc.ca

**Mrs. Audrey S. Tomick**

Counsellor (Transportation)  
Economic and Trade Policy  
E-mail: audrey.tomick@dfait-maeci.gc.ca

**Ms. Christine Briscoe**

Program Assistant  
Information and Communications Technologies  
E-mail: christine.briscoe@dfait-maeci.gc.ca

## Atlanta

### Consulate General of Canada in Atlanta

Street Address :  
1175 Peachtree Street N.E., 100 Colony Square, Suite 1700,  
Atlanta, Georgia, GA, USA, 30361-6205

Mailing Address:  
1175 Peachtree Street, N.E., 1700-100 Colony Square,  
Suite 1700,  
Atlanta, Georgia, United States of America, 30361-6205  
Tel: (404) 532-2000  
Fax: (404) 532-2050  
E-Mail: atnta-td@dfait-maeci.gc.ca

Territories/Responsibilities : Georgia, Alabama, Florida,  
Mississippi, North Carolina, South Carolina, Tennessee;  
Other: Puerto Rico, U.S. Virgin Islands

Office Hours: Mon-Fri: 0830-1645

Time Difference (E.S.T.): 0

**Ms. Astrid Pregel**

Consul General  
E-mail: astrid.pregel@dfait-maeci.gc.ca

**Mr. Robin MacNab**

Deputy Consul General and Senior Trade Commissioner  
E-mail: robin.macnab@dfait-maeci.gc.ca

**Mr. Rick McElrea**

Consul and Trade Commissioner  
Investment  
Investment Promotion / Strategic Alliances  
E-mail: rick.mcelrea@dfait-maeci.gc.ca

**Mr. Carl Rockburne**

Consul and Trade Commissioner  
Agriculture, Food and Beverages; Arts and Cultural  
Industries; Rail and Urban Transit  
E-mail: carl.rockburne@dfait-maeci.gc.ca

**Mr. John Alexander**

Business Development Officer  
Advanced Manufacturing Technologies; Environmental  
Industries  
E-mail: john.alexander@dfait-maeci.gc.ca

**Mr. Steve A. Flamm**

Business Development Officer  
Information and Communications Technologies  
E-mail: steve.flamm@dfait-maeci.gc.ca

**Mr. William B. Stolz**

Business Development Officer  
Building Products; Consumer Products; Forest Industries  
E-mail: william.stolz@dfait-maeci.gc.ca

**Ms. Mary Louise Goodie**

Business Development Officer  
Aerospace and Defence; Bio-Industries; Health Industries  
E-mail: mary.louise.goodie@dfait-maeci.gc.ca

**Ms. Vinnette Bramwell**

InfoCentre Coordinator

E-mail: vinnette.bramwell@dfait-maeci.gc.ca

**Mr. Roderick MacNeil**

Business Development Assistant, InfoCentre  
E-mail: roderick.macneil@dfait-maeci.gc.ca

**Ms. Sylvie Racine**

Business Development Assistant, InfoCentre  
E-mail: sylvie.racine@dfait-maeci.gc.ca

## Boston

### Consulate General of Canada in Boston

Street Address :  
Three Copley Place, Suite 400,  
Boston, Massachusetts, MA, USA, 02116

Mailing Address:  
3 Copley Place, Suite 400,  
Boston, Massachusetts, United States of America, 02116  
Tel: (617) 262-3760  
Fax: (617) 262-3415  
E-Mail: boston.commerce@dfait-maeci.gc.ca  
Web: http://www.canadaboston.org

Territories/Responsibilities : Massachussets, Maine, New  
Hampshire, Rhode Island, Vermont; Other: Saint-Pierre-et-  
Miquelon

Office Hours: Mon-Fri: 0845-1700

Time Difference (E.S.T.): 0

**Ms. Mary Clancy**

Consul General

**Mr. Robert Noble**

Deputy Consul General and Senior Trade Commissioner

**Mr. Gilles Tassé**

Consul and Trade Commissioner  
Investment Promotion / Strategic Alliances

**Mr. Martin Robichaud**

Business Development Officer  
Aerospace and Defence; Building Products; Environmental  
Industries; Oil and Gas Equipment and Services; Rail and  
Urban Transit

**Ms. Christine Sarkisian**

Business Development Officer  
Arts and Cultural Industries; Bio-Industries; Health  
Industries; Service Industries and Capital Projects

**Ms. Colette Lekborg**

Business Development Officer  
Agriculture, Food and Beverages; Fish and Seafood  
Products; Consumer Products

**Mr. John Rodolico**

Business Development Officer  
Information and Communications Technologies

**Ms. Josie Jenkins**

InfoCentre Coordinator

**Ms. Marielle Boutin**

Business Development Assistant, InfoCentre

## Buffalo

### Consulate General of Canada in Buffalo

Street Address :  
HSBC Centre, Suite 3000,  
Buffalo, New York, New York, USA, 14203-2884

Mailing Address:

HSBC Center, Suite 3000,  
Buffalo, New York, United States of America, 14203-2884

Tel: (716) 858-9500  
Fax: (716) 852-4340  
E-Mail: bfalo-td@dfait-maeci.gc.ca  
Web: http://www.canada-congenbuffalo.org

Territories/Responsibilities : Western, Central and Upstate  
New York, West Pennsylvania, West Virginia

Office Hours: Mon-Fri: 0830-1630

Time Difference (E.S.T.): 0

**Mr. Mark Romoff**

Consul General

**Mr. Douglas Bieber**

Consul and Senior Trade Commissioner  
Economic and Trade Policy

**Ms. Marcia M. Grove**

Business Development Officer  
Agriculture, Food and Beverages; Arts and Cultural  
Industries; Service Industries and Capital Projects;  
Consumer Products; Fish and Seafood Products; Ocean  
Technologies  
E-mail: marcia.grove@dfait-maeci.gc.ca

**Ms. Mary E. Mokka**

Business Development Officer  
Bio-Industries; Health Industries; Information and  
Communications Technologies  
E-mail: mary.mokka@dfait-maeci.gc.ca

**Mr. Jay R. Mileham**

Business Development Officer  
Advanced Manufacturing Technologies; Advanced Materials;  
Aerospace and Defence; Agricultural Technology and  
Equipment; Automotive; Building Products; Chemicals;  
Electric Power Equipment and Services; Environmental  
Industries; Forest Industries; Government Procurement;  
Metals, Minerals and Related Equipment, Services and  
Technology; Oil and Gas Equipment and Services; Plastics;  
Rail and Urban Transit  
E-mail: jay.mileham@dfait-maeci.gc.ca

## Chicago

### Consulate General of Canada in Chicago

Street Address :  
Two Prudential Plaza, 180 North Stetson Avenue, Suite 2400,  
Chicago, Illinois, United States of America, 60601

Mailing Address:  
180 North Stetson Avenue, Suite 2400,  
Chicago, Illinois, U.S.A., 60601  
Tel: (312) 616-1860  
Fax: (312) 616-1878  
E-Mail: chcgo-td@dfait-maeci.gc.ca  
Web: http://www.canadachicago.net

Territories/Responsibilities : Illinois, Missouri, Wisconsin

Office Hours: Mon-Fri: 0830-1630

Time Difference (E.S.T.): -1

**Mr. Christopher Poole**

Consul General

**Mr. Thomas Marr**

Deputy Consul General and Senior Trade Commissioner  
Economic and Trade Policy  
E-mail: thomas.marr@dfait-maeci.gc.ca



**Mr. Murray Hardie**

Investment Promotion / Strategic Alliances  
E-mail: murray.hardie@dfait-maeci.gc.ca

**Ms. Ann Rosen**

Business Development Officer  
Aboriginal Products, Services and Technologies; Arts and Cultural Industries; Consumer Products; Rail and Urban Transit  
E-mail: ann.rosen@dfait-maeci.gc.ca

**Ms. Chris Bigall**

Business Development Officer  
Bio-Industries; Environmental Industries; Health Industries  
E-mail: chris.bigall@dfait-maeci.gc.ca

**Ms. Cathy Cameron**

Business Development Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: cathy.cameron@dfait-maeci.gc.ca

**Ms. Dustchin Rock**

Business Development Officer  
Advanced Manufacturing Technologies; Advanced Materials; Aerospace and Defence; Automotive; Building Products; Chemicals; Electric Power Equipment and Services; Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Oil and Gas Equipment and Services; Plastics; Space  
E-mail: dustchin.rock@dfait-maeci.gc.ca

**Mr. Michael Muth**

Business Development Officer  
Information and Communications Technologies; Service Industries and Capital Projects  
E-mail: michael.k.muth@dfait-maeci.gc.ca

**Ms. Deborah Ceilin**

Investment Development Officer  
Investment Promotion / Strategic Alliances  
E-mail: deborah.ceilin@dfait-maeci.gc.ca

**Ms. Connie Erickson**

Senior Business Development Assistant  
E-mail: connie.erickson@dfait-maeci.gc.ca

**Ms. Brigid Kane**

Investment Development Assistant  
Investment Promotion / Strategic Alliances  
E-mail: brigid.kane@maeci-maeci.gc.ca

**Ms. Holly Inoshita**

Business Development Assistant  
E-mail: holly.inoshita@dfait-maeci.gc.ca

**Dallas****Consulate General of Canada in Dallas**

Street Address :  
750 North St. Paul Street,  
Suite 1700,  
Dallas, United States of America

Mailing Address:  
750 North St. Paul Street, Suite 1700,  
Dallas, TX, U.S.A., 75201

Tel: (214) 922-9806  
Fax: (214) 922-9815  
E-Mail: dalas-td@dfait-maeci.gc.ca  
Web: http://www.canada-dallas.org

Territories/Responsibilities : Texas, Arkansas, Kansas, Louisiana, New Mexico, Oklahoma

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): -1

**Mr. Allan Poole**

Head of Mission  
E-mail: allan.poole@dfait-maeci.gc.ca

**Mr. George Shannon**

Consul and Senior Trade Commissioner  
E-mail: george.shannon@dfait-maeci.gc.ca

**Ms. Laura Aune**

Business Development Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Arts and Cultural Industries; Building Products; Consumer Products; Forest Industries  
E-mail: laura.aune@dfait-maeci.gc.ca

**Ms. Joanne M. Legault**

Investment Officer  
Investment Promotion / Strategic Alliances  
E-mail: joanne.legault@dfait-maeci.gc.ca

**Mr. Scott Flukinger**

Business Development Officer  
Chemicals; Environmental Industries; Oil and Gas Equipment and Services; Rail and Urban Transit  
E-mail: scott.flukinger@dfait-maeci.gc.ca

**Mr. Richard Crouch**

Consul and Trade Commissioner  
Aerospace and Defence; Bio-Industries; Health Industries  
E-mail: richard.crouch@dfait-maeci.gc.ca

**Mr. Michael Mendoza**

Business Development Officer  
Service Industries and Capital Projects; Advanced Manufacturing Technologies; Information and Communications Technologies  
E-mail: michael.mendoza@dfait-maeci.gc.ca

**Ms. Gloria Coley**

Senior Business Development Assistant  
E-mail: gloria.coley@dfait-maeci.gc.ca

**Ms. Reah Reedy**

Business Development Assistant  
E-mail: reah.reedy@dfait-maeci.gc.ca

**Ms. Dorothy Campbell**

Business Development Assistant  
E-mail: dorothy.campbell@dfait-maeci.gc.ca

**Detroit****Consulate General of Canada in Detroit**

Street Address :  
600 Renaissance Center,  
Detroit, United States of America

Mailing Address:  
600 Renaissance Center, suite 1100,  
Detroit, U.S.A., 48243-1798

Tel: (313) 567-2340  
Fax: (313) 567-2164  
E-Mail: dtrot-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/~detroit

Territories/Responsibilities : Michigan, Indiana, Kentucky, Ohio

Office Hours: Mon-Fri: 0830-1630

Time Difference (E.S.T.): 0

**Mr. John Tennant**

Consul General  
E-mail: john.tennant@dfait-maeci.gc.ca

**Mr. John Lang**

Consul and Senior Trade Commissioner  
Information and Communications Technologies  
E-mail: john.lang@dfait-maeci.gc.ca

**Mr. Robert McNally**

Consul and Trade Commissioner  
Consul and Trade Commissioner  
Aerospace and Defence; Consumer Products  
E-mail: bob.mcnelly@dfait-maeci.gc.ca

**Mr. Ralph Reich**

International Trade Officer  
Bio-Industries; Environmental Industries; Health Industries  
E-mail: ralph.reich@dfait-maeci.gc.ca

**Ms. Anne Cascadden**

Business Development Officer  
Automotive; Rail and Urban Transit  
E-mail: anne.cascadden@dfait-maeci.gc.ca

**Mr. Keith Jozwik**

International Trade Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: keith.jozwik@dfait-maeci.gc.ca

**Mr. Thomas Quinn**

International Trade Officer  
Building Products; Forest Industries; Government Procurement; Information and Communications Technologies; Service Industries and Capital Projects  
E-mail: tom.quinn@dfait-maeci.gc.ca

**Mr. Rainer Kunau**

International Trade Officer  
Advanced Manufacturing Technologies; Advanced Materials  
E-mail: rainer.kunau@dfait-maeci.gc.ca

**Mr. John Bufton**

Investment Officer  
Investment Promotion / Strategic Alliances  
E-mail: john.bufton@dfait-maeci.gc.ca

**Los Angeles****Consulate General of Canada in Los Angeles**

Street Address :  
550 South Hope Street, 9th Floor,  
Los Angeles, California, United States of America, 90071-2627

Mailing Address:  
550 South Hope Street, 9th floor,  
Los Angeles, CA, U.S.A., 90071-2627  
Tel: (213) 346-2763  
Fax: (213) 346-2767  
E-Mail: lngls-td@dfait-maeci.gc.ca  
Web: http://www.cdnconsulat-la.com

Territories/Responsibilities : California, Arizona, Hawaii, Nevada, Utah

Office Hours: Mon-Thurs: 0830-1630

Time Difference (E.S.T.): -3

**Mr. Colin Robertson**

Consul General  
Economic and Trade Policy  
E-mail: colin.robertson@dfait-maeci.gc.ca

**Mr. Roger D. Chan**

Deputy Consul General  
Senior Trade Commissioner  
Arts and Cultural Industries  
E-mail: roger.chan@dfait-maeci.gc.ca

### Mr. Ronald H. Merrick

Consul  
Trade Commissioner  
Service Industries and Capital Projects  
E-mail: ron.merrick@dfait-maeci.gc.ca

### Mr. Richard LePage

Consul  
Trade Commissioner  
Investment Promotion / Strategic Alliances; Liaison with  
International Financial Institutions

### Mr. Bernard E. Brandenburg

Business Development Officer  
Automotive; Oil and Gas Equipment and Services; Rail and  
Urban Transit  
E-mail: bernard.brandenburg@dfait-maeci.gc.ca

### Mr. Carl W. Light

Business Development Officer  
Agriculture, Food and Beverages; Consumer Products; Fish  
and Seafood Products  
E-mail: carl.light@dfait-maeci.gc.ca

### Mr. Jeffrey L. Gray

Business Development Officer  
Advanced Manufacturing Technologies; Aerospace and  
Defence; Government Procurement; Information and  
Communications Technologies; Space  
E-mail: jeffrey.gray@dfait-maeci.gc.ca

### Mr. Michael Pascal

Business Development Officer  
Building Products; Environmental Industries  
E-mail: michael.pascal@dfait-maeci.gc.ca

### Mr. Thomas R. Palamides

Business Development Officer  
Health Industries; Information and Communications  
Technologies  
E-mail: thomas.palamides@dfait-maeci.gc.ca

### Mr. Brantley Haigh

Business Development Officer  
Bio-Industries  
E-mail: brantley.haigh@dfait-maeci.gc.ca

## Miami

### Consulate of Canada in Miami

Street Address :  
200 South Biscayne Boulevard,  
Suite 1600,  
Miami, Florida, United States of America, 33131

Mailing Address:  
Suite 1600, First Union Financial Center,  
200 South Biscayne Blvd.,  
Miami, Florida, United States of America, 33131

Tel: (305) 579-1600  
Fax: (305) 374-6774  
E-Mail: miami-td@dfait-maeci.gc.ca

Territories/Responsibilities : Florida

Office Hours: Mon-Fri: 0830-1645

Time Difference (E.S.T.): 0

### Mr. Normand Villeneuve

Consul  
Trade Commissioner

### Ms. Jennifer Gonzalez

Trade Assistant

## Minneapolis

### Consulate General of Canada in Minneapolis

Street Address :  
701 Fourth Avenue,  
Minneapolis, United States of America

Mailing Address:  
Suite 900, 701 Fourth Avenue South,  
Minneapolis, MN, U.S.A., 55415-1899

Tel: (612) 332-7486  
Fax: (612) 332-4061  
E-Mail: mnpls-td@dfait-maeci.gc.ca  
Web: http://www.dfait-maeci.gc.ca/minneapolis

Territories/Responsibilities : Minnesota, Colorado, Iowa  
(except the Quad-Cities), Montana, Nebraska, North Dakota,  
South Dakota, Wyoming

Office Hours: Mon-Fri: 0830-1630

Time Difference (E.S.T.): -1

### Ms. Susan Thompson

Consul General

### Ms. Valerie Smith

Consul  
Senior Trade Commissioner  
E-mail: valerie.smith@dfait-maeci.gc.ca

### Mr. James Holt

Consul  
Trade Commissioner  
Oil and Gas Equipment and Services; Service Industries and  
Capital Projects  
E-mail: jim.holt@dfait-maeci.gc.ca

### Ms. Dana S. Boyle

Business Development Officer  
Aboriginal Products, Services and Technologies; Consumer  
Products  
E-mail: dana.boyle@dfait-maeci.gc.ca

### Mr. Kent E. Jensen

Business Development Officer  
Agriculture, Food and Beverages; Building Products; Fish  
and Seafood Products  
E-mail: kent.jensen@dfait-maeci.gc.ca

### Mr. Charles W. McGriff

Business Development Officer  
Advanced Manufacturing Technologies; Aerospace and  
Defence; Information and Communications Technologies  
E-mail: chuck.mcgriff@dfait-maeci.gc.ca

### Mr. John Lambert

Business Development Officer  
Bio-Industries; Environmental Industries; Health Industries  
E-mail: john.lambert@dfait-maeci.gc.ca

### Ms. Katherine Harmon

Senior Business Development Assistant  
E-mail: katherine.harmon@dfait-maeci.gc.ca

### Ms. Gayle Mohrbacker

Trade Assistant  
E-mail: gayle.mohrbacker@dfait-maeci.gc.ca

## New York

### Consulate General of Canada in New York

Street Address :  
1251 Ave. of the Americas,  
New York, United States of America

Mailing Address:

1251 Avenue of the Americas,  
New York, NY, U.S.A., 10020-1175

Tel: (212) 596-1650  
Fax: (212) 596-1793  
E-Mail: cngny-td@dfait-maeci.gc.ca  
Web: http://www.canapple.com

Territories/Responsibilities : Southern New York State,  
Connecticut, New Jersey; Other: Bermuda

Office Hours: Mon-Fri: 0845-1700

Time Difference (E.S.T.): 0

### Mr. Michael Phillips

Consul General  
E-mail: michael.phillips@dfait-maeci.gc.ca

### Mr. Dwayne Wright

Deputy Consul General  
Senior Trade Commissioner  
E-mail: dwayne.wright@dfait-maeci.gc.ca

### Mr. Ian Burchett

Consul and Senior Investment Advisor  
Investment Promotion / Strategic Alliances

### Mr. André L. LeBlanc

Consul and First Secretary (Commercial) (Canadian  
Commission to Bermuda)  
Consul and Trade Commissioner  
Aerospace and Defence; Information and Communications  
Technologies

### Mr. Philip Wahba

Business Development Officer  
Information and Communications Technologies  
E-mail: pwahba@canapple.com

### Ms. Lisa Rambert

Business Development Officer  
Agriculture, Food and Beverages; Fish and Seafood  
Products; Government Procurement

### Ms. Leila Thibault

Business Development Officer  
Consumer Products

### Mr. Rick Savone

Consul  
Trade Commissioner  
Bio-Industries

### Mrs. Allison Trenholm

Business Development Officer  
Bio-Industries

## Princeton

### Canadian Government Trade Office in Princeton

Street Address :  
90 Westcott Road,  
Princeton, New Jersey, United States of America, 08540

Mailing Address:  
10 Skyfield Drive,  
Princeton, New Jersey, U.S.A., 08540-7403

Tel: (609) 333-9940  
Fax: (609) 333-9943  
E-Mail: cngny-td@dfait-maeci.gc.ca  
Time Difference (E.S.T.): 0



## San Francisco

### Canadian Consulate Trade Office in San Francisco

Street Address :  
555 Montgomery Street, Suite 1288,  
San Francisco, CA, USA, 94111

Mailing Address:  
555 Montgomery Street, suite 1288,  
San Francisco, CA, United States of America, 94111

Tel: 1 (415) 834-3180  
Fax: 1 (415) 834-3189  
E-Mail: [sfran@dfait-maeci.gc.ca](mailto:sfran@dfait-maeci.gc.ca)  
Web: <http://www.cdntrade.com>  
Time Difference (E.S.T.): -3

#### Mr. Norman Lomow

Consul  
Senior Trade Commissioner  
Investment Promotion / Strategic Alliances; Service  
Industries and Capital Projects  
E-mail: [nlomow@cdntrade.com](mailto:nlomow@cdntrade.com)

#### Mr. Shaun Wedick

Consul  
Trade Commissioner  
Investment Promotion / Strategic Alliances; Service  
Industries and Capital Projects  
E-mail: [swedick@cdntrade.com](mailto:swedick@cdntrade.com)

#### Mr. Mark Ritchie

Business Development Officer  
Environmental Industries; Information and Communications  
Technologies  
E-mail: [mritchie@cdntrade.com](mailto:mritchie@cdntrade.com)

#### Mr. Andrew Thompson

Public Affairs Officer  
Arts and Cultural Industries  
E-mail: [athompson@cdntrade.com](mailto:athompson@cdntrade.com)

#### Ms. Lisa Stockley

Administrator/Trade Assistant  
E-mail: [lstockley@cdntrade.com](mailto:lstockley@cdntrade.com)

#### Ms. Jane Pak

Business Development Officer  
Information and Communications Technologies

## San Jose

### Canadian Consulate Trade Office - San Francisco/Silicon Valley

Street Address :  
333W San Carlos,  
San Jose, California, United States of America

Mailing Address:  
333 West San Carlos Street,  
Suite 945,  
San Jose, CA, U.S.A., 95110  
Tel: (408) 289-1157  
Fax: (408) 289-1168  
E-Mail: [sanjo@dfait-maeci.gc.ca](mailto:sanjo@dfait-maeci.gc.ca)  
Web: <http://cdntrade.com>  
Time Difference (E.S.T.): -1

#### Mr. Handol Kim

Consul  
Trade Commissioner  
Information and Communications Technologies; Investment  
Promotion / Strategic Alliances  
E-mail: [hkim@cdntrade.com](mailto:hkim@cdntrade.com)

#### Ms. Jeane Weaver

Business Development Officer  
Information and Communications Technologies; Investment  
Promotion / Strategic Alliances  
E-mail: [jweaver@cdntrade.com](mailto:jweaver@cdntrade.com)

## Seattle

### Consulate General of Canada in Seattle

Street Address :  
412 Plaza 600 Building, Sixth Avenue and Stewart Street,  
Seattle, Washington, USA, 98101-1286

Mailing Address:  
412 Plaza 600 Building, Sixth Avenue and Stewart Street,  
Seattle, Washington, United States of America, 98101-1286

Tel: (206) 443-1777  
Fax: (206) 443-9735  
E-Mail: [seatl-tt@dfait-maeci.gc.ca](mailto:seatl-tt@dfait-maeci.gc.ca)  
Web: <http://www.canada-seattle.org>

Territories/Responsibilities : Washington, Alaska, Idaho,  
Oregon

Office Hours: Mon-Fri: 0800-1630

Time Difference (E.S.T.): -3

#### Mr. Roger Simmons

Consul General

#### Mr. Rod Johnson

Consul  
Senior Trade Commissioner  
Automotive; Chemicals; Investment Promotion / Strategic  
Alliances; Oil and Gas Equipment and Services; Science  
and Technology  
E-mail: [rod.johnson@dfait-maeci.gc.ca](mailto:rod.johnson@dfait-maeci.gc.ca)

#### Ms. Kathryn Burkell

Consul  
Trade Commissioner  
Advanced Materials; Aerospace and Defence; Service  
Industries and Capital Projects; Investment Promotion /  
Strategic Alliances; Plastics; Rail and Urban Transit  
E-mail: [kathryn.burkell@dfait-maeci.gc.ca](mailto:kathryn.burkell@dfait-maeci.gc.ca)

#### Mr. Doug D. McCracken

Business Development Officer  
Agriculture, Food and Beverages; Fish and Seafood  
Products; Information and Communications Technologies  
E-mail: [doug.mccracken@dfait-maeci.gc.ca](mailto:doug.mccracken@dfait-maeci.gc.ca)

#### Mrs. Jane J. Hardessen-Shaw

Business Development Officer  
Aboriginal Products, Services and Technologies; Arts and  
Cultural Industries; Bio-Industries; Environmental Industries;  
Health Industries  
E-mail: [jane.shaw@dfait-maeci.gc.ca](mailto:jane.shaw@dfait-maeci.gc.ca)

#### Mr. James P. Sheehan

Business Development Officer  
Building Products; Forest Industries; Government  
Procurement; Metals, Minerals and Related Equipment,  
Services and Technology; Ocean Technologies  
E-mail: [jim.sheehan@dfait-maeci.gc.ca](mailto:jim.sheehan@dfait-maeci.gc.ca)

#### Mrs. Colette C. Quenzer

Business Development Assistant  
E-mail: [colette.quenzer@dfait-maeci.gc.ca](mailto:colette.quenzer@dfait-maeci.gc.ca)

#### Mr. brian vescovi

Trade Officer  
Information and Communications Technologies  
E-mail: [brian.vescovi@dfait-maeci.gc.ca](mailto:brian.vescovi@dfait-maeci.gc.ca)

#### Mr. Allan Edwards

Second Secretary (Commercial)  
Desk Officer/Norway, Iceland, the Baltic States, Switzerland,  
Liechtenstein (Trade)  
Advanced Manufacturing Technologies; Information and  
Communications Technologies

## Uruguay

### The Canadian Embassy in Uruguay

Street Address :  
Edificio Torre Libertad,  
Plaza Cagancha 1335, piso 11,  
Montevideo, Uruguay

Mailing Address: (same as above)

Tel: (011-598-2) 902-2030  
Fax: (011-598-2) 902-2029  
E-Mail: [mvdeo@dfait-maeci.gc.ca](mailto:mvdeo@dfait-maeci.gc.ca)  
Web: <http://www.infoexport.gc.ca/uy>

Office Hours: Mon-Thurs: 0830-1730; Fri: 0830-1400

Time Difference (E.S.T.): +2

#### Mr. Brian Northgrave

Ambassador

#### Ms. Patricia Wilson

Commercial Officer  
Oil and Gas Equipment and Services

## Uzbekistan

see Russian Federation

## Vanuatu

see Australia

## Venezuela

### The Canadian Embassy in Venezuela

Street Address :  
Avenida Luis Roche con 3a. Transversal de Altamira, Torre  
Seguros Nuevo Mundo, Piso 6,  
Altamira - Caracas, DF, Venezuela

Mailing Address: (same as above)

Tel: (011-582) 263-4666/261-1414  
Fax: (011-582) 263-5349  
E-Mail: [jacques.desjardins@dfait-maeci.gc.ca](mailto:jacques.desjardins@dfait-maeci.gc.ca)  
Web: <http://www.dfait-maeci.gc.ca/caracas>

Territories/Responsibilities : Venezuela, Netherland Antilles  
(Aruba, Curaçao, Bonaire, Saba, St.Eustache, St-Marten)

Office Hours: Mon-Thurs: 0730-1630; Fri: 0730-1300

Time Difference (E.S.T.): +1

#### Mr. Allan Stewart

Ambassador

#### Mr. Jacques H. Desjardins

Commercial Counsellor and Consul  
Market Access; Liaison with International Financial  
Institutions; Economic and Trade Policy; Investment  
Promotion / Strategic Alliances  
E-mail: [jacques.desjardins@dfait-maeci.gc.ca](mailto:jacques.desjardins@dfait-maeci.gc.ca)

### Ms. Christine Wong

First Secretary  
Oil and Gas Equipment and Services  
E-mail: christine.wong@dfait-maeci.gc.ca

### Mr. David Ramirez

Senior Commercial Officer  
Agriculture, Food and Beverages; Fish and Seafood Products  
E-mail: david.ramirez@dfait-maeci.gc.ca

### Mr. Victor Stott

Commercial Officer  
Aerospace and Defence; Automotive; Information and Communications Technologies; Rail and Urban Transit; Space  
E-mail: victor.stott@dfait-maeci.gc.ca

### Mrs. Daniela de Oyague

Commercial Officer  
Arts and Cultural Industries; Bio-Industries; Service Industries and Capital Projects; Consumer Products; Environmental Industries; Health Industries  
E-mail: daniela.oyague@dfait-maeci.gc.ca

### Mr. José Paez

Commercial Officer  
Advanced Manufacturing Technologies; Advanced Materials; Building Products; Electric Power Equipment and Services; Forest Industries; Metals, Minerals and Related Equipment, Services and Technology; Plastics  
E-mail: jose.paez@dfait-maeci.gc.ca

### Mrs. Elvira Dentes

Commercial Assistant  
E-mail: elvira.dentes@dfait-maeci.gc.ca

### Mrs. Eneida Sanchez

Commercial Assistant  
E-mail: eneida.sanchez@dfait-maeci.gc.ca

### Ms. Nancy Cozzolino

Commercial Assistant  
E-mail: nancy.cozzolino@dfait-maeci.gc.ca

## Vietnam

### Hanoi

#### The Canadian Embassy in Vietnam

Street Address :  
31 Hung Vuong Street,  
Hanoi, Vietnam

Mailing Address: (same as above)

Tel: (011-84-4) 823-5500  
Fax: (011-84-4) 823-5351  
E-Mail: hanoi@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/vn

Territories/Responsibilities : Northern Vietnam, south of Vietnam including Da Nang province

Office Hours: Monday-Friday, 0800-1630

Time Difference (E.S.T.): +12

### Ms. Cécile Latour

Ambassador  
E-mail: cecile.latour@dfait-maeci.gc.ca

### Mr. Micheal Danagher

First Secretary (Commercial)  
Senior Trade Commissioner

Aboriginal Products, Services and Technologies; Aerospace and Defence; Arts and Cultural Industries; Economic and Trade Policy; Government Procurement; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Market Access; Science and Technology; Space; Tourism  
E-mail: michael.danagher@dfait-maeci.gc.ca

### Ms. Hoang Thanh Ngan

Commercial Officer  
Advanced Manufacturing Technologies; Advanced Materials; Automotive; Building Products; Chemicals; Electric Power Equipment and Services; Information and Communications Technologies; Oil and Gas Equipment and Services; Plastics; Rail and Urban Transit; Service Industries and Capital Projects  
E-mail: thanh-ngan.hoang@dfait-maeci.gc.ca

### Mrs. Dang-anh Thu

Commercial Officer  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Bio-Industries; Consumer Products; Environmental Industries; Fish and Seafood Products; Forest Industries; Health Industries; Metals, Minerals and Related Equipment, Services and Technology; Ocean Technologies  
E-mail: dang-anh.thu@dfait-maeci.gc.ca

## Ho Chi Minh City

#### Consulate General of Canada in Ho Chi Minh

Street Address :  
Metropolitan Building,  
235 Dong Khoi Street, Suite 1002, District 1,  
Ho Chi Minh City, Vietnam

Mailing Address:  
The Metropolitan Building,  
235 Dong Khoi Street, Suite 1002, District 1,  
Ho Chi Minh City, Vietnam  
Tel: (011 84 8) 824 5025  
Fax: (011 84 8) 829 4528  
E-Mail: hochi@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/vn

Territories/Responsibilities : Ho Chi Minh City and southern region

Office Hours: 08:00 - 16:30

Time Difference (E.S.T.): +12

### Ms. Judith Anne St.George

Consul General

### Mr. Francis Uy

Consul  
Senior Trade Commissioner  
Agricultural Technology and Equipment; Agriculture, Food and Beverages; Arts and Cultural Industries; Economic and Trade Policy; Government Procurement; Investment Promotion / Strategic Alliances; Liaison with International Financial Institutions; Market Access; Rail and Urban Transit; Service Industries and Capital Projects; Tourism  
E-mail: francis.uy@dfait-maeci.gc.ca

### Mr. Trung Nhan Huynh

Commercial Officer  
Advanced Materials; Bio-Industries; Building Products; Consumer Products; Electric Power Equipment and Services; Environmental Industries; Fish and Seafood Products; Forest Industries; Health Industries; Information and Communications Technologies; Oil and Gas Equipment and Services  
E-mail: trungnhan.huynh@dfait-maeci.gc.ca

## Virgin Islands (British)

see Barbados

## Virgin Islands (U.S.)

see United States of America

## Wales

see United Kingdom

## West Bank and Gaza Strip

#### Canadian Representative Office, Ramallah

Street Address :  
12 Mahfal Street,  
Soudah House,  
Ramallah, West Bank

Mailing Address:  
P.O. Box 2286,  
12 Mahfal Street,  
Ramallah, West Bank

Tel: (011-972) 2-2958604  
Fax: (011-972) 2-2958606  
E-Mail: rmlah@dfait-maeci.gc.ca  
Web: http://www.infoexport.gc.ca/wbg

Territories/Responsibilities : West Bank and Gaza Strip

Office Hours: Mon-Thurs: 0800-1630; Fri: 0800-1330

Time Difference (E.S.T.): +7

### Mr. Timothy Martin

Head of Representative Office

### Mr. Georges Whalen

Political and Commercial Affairs Officer

### Mr. Nedal Ismail

Commercial and Public Affairs Officer

## Yemen

see Saudi Arabia

## Yugoslavia

#### The Canadian Embassy in Yugoslavia

Street Address :  
Kneza Milosa 75,  
Belgrade, Yugoslavia

Mailing Address: (same as above)

Tel: (011-381-11) 64 46 66  
Fax: (011-381-11) 64 14 80  
E-Mail: bgrad-td@dfait-maeci.gc.ca

Territories/Responsibilities : Yugoslavia, the Former Yugoslav Republic of Macedonia

Office Hours: Mon-Fri: 0800-1600

Time Difference (E.S.T.): +6

### Mrs. Djurdja Ceramilac

Commercial Officer  
Arts and Cultural Industries  
E-mail: djurdja.ceramilac@dfait-maeci.gc.ca



**Ms. Tatjana Grujicic**

Commercial Assistant

E-mail: [tatjana.grujicic@dfait-maeci.gc.ca](mailto:tatjana.grujicic@dfait-maeci.gc.ca)**Ms. Shumirai Chimombe**

Commercial Officer

E-mail: [shumi.chimombe@dfait-maeci.gc.ca](mailto:shumi.chimombe@dfait-maeci.gc.ca)**Zambia****The Canadian High Commission in Zambia**

Street Address :

5199 United Nations Avenue,  
Lusaka, Zambia

Mailing Address:

P.O. Box 31313,  
Lusaka, Zambia

Tel: (011-260-1) 25 08 33

Fax: (011-260-1) 25 41 76

E-Mail: [lsaka@dfait-maeci.gc.ca](mailto:lsaka@dfait-maeci.gc.ca)Web: <http://www.infoexport.gc.ca/zm>

Territories/Responsibilities : Zambia, Malawi

Office Hours: Mon-Fri: 0800-1600

Major Holidays: 2001-01-01, 2001-03-12, 2001-04-13/16,  
2001-05-01, 2001-05-25, 2001-07-02/03, 2001-08-06, 2001-  
10-24, 2001-12-25

Time Difference (E.S.T.): +7

**Ms. Dilys Buckley Jones**

High Commissioner

**Mr. Benoit Gauthier**

Third Secretary &amp; Vice-Consul

E-mail: [benoit.gauthier@dfait-maeci.gc.ca](mailto:benoit.gauthier@dfait-maeci.gc.ca)**Mrs. Shilpa Patel**

Commercial Officer

E-mail: [shilpa.patel@dfait-maeci.gc.ca](mailto:shilpa.patel@dfait-maeci.gc.ca)**Zimbabwe****The Canadian High Commission in Zimbabwe**

Street Address :

45 Baines Avenue,  
Harare, Zimbabwe

Mailing Address:

P.O. Box 1430,  
Harare, Zimbabwe

Tel: (011-263-4) 252-181/5

Fax: (011-263-4) 252-186

E-Mail: [hrare-td@dfait-maeci.gc.ca](mailto:hrare-td@dfait-maeci.gc.ca)Web: <http://www.infoexport.gc.ca/zw>

Territories/Responsibilities : Zimbabwe, Angola, Botswana

Office Hours: Mon-Thurs: 0730-1630; Fri: 0730-1200

Time Difference (E.S.T.): +7

**Mr. Jim Wall**

High Commissioner

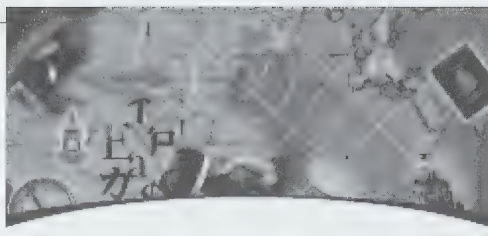
E-mail: [jim.wall@dfait-maeci.gc.ca](mailto:jim.wall@dfait-maeci.gc.ca)**Mr. Ron Willson**

Counsellor

E-mail: [ron.willson@dfait-maeci.gc.ca](mailto:ron.willson@dfait-maeci.gc.ca)**Ms. Lisette Ramcharan**

Second Secretary

E-mail: [ramcharan.lisette@dfait-maeci.gc.ca](mailto:ramcharan.lisette@dfait-maeci.gc.ca)



## INTERNATIONAL ORGANIZATIONS

The activities of a large number of international organizations provide substantial procurement opportunities for Canadian exporters. Most prominent among these institutions are the World Bank and a number of regional development banks, which together lend more than US\$40 billion per year for development projects in developing countries. A number of specific agencies of the United Nations also provide opportunities for Canadian suppliers and consultants, who are experienced exporters. These contracts are usually awarded to companies who have international experience.

The most significant of these institutions are listed below. For additional information on specific procurement activities and bidding guidelines, please refer to the DFAIT's IFInet Web site ([www.infoexport.gc.ca/ifinet](http://www.infoexport.gc.ca/ifinet)). Some trade commissioners abroad will also have responsibility for monitoring specific institutions. The corresponding mission, therefore, is provided in the list that follows:

**The Asian Development Bank**

- see Philippines

**The African Development Bank**

- see Côte d'Ivoire

**The Caribbean Development Bank**

- see Barbados

**The European Bank for Reconstruction and Development**

- see United Kingdom

**FAO/Food and Agriculture Organization of the United Nations**

- see Italy

**IAPSO/Interagency Procurement Services Office**

- see Denmark

**IBD/Inter-American Development Bank**

- see Washington, D.C. (U.S.A.)

**OLIFI/Office for Liaison with International Financial Institutions**

- see Washington, D.C. (U.S.A.)

**PAHO/Pan-American Health Organization**

- see Washington, D.C. (U.S.A.)

**UNOPS/United Nations Office for Project Services**

- see New York (USA) Permanent mission to the UN

**UNDP/United Nations Development Program and UNPDT/United**

Nations Purchase and Transportation Service

- see New York (USA) Permanent mission to the UN

**UNPFA/United Nations Population Fund**

- see New York (USA) Permanent mission to the UN

**UNICEF/United Nations International Childrens Emergency Fund**

- see Denmark

**UNHCR/United Nations High Commissioner for Refugees**

- see Switzerland

**World Bank Group**

- see Washington, D.C. (U.S.A.)

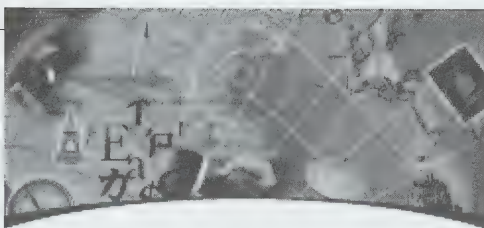
**WFP/World Food Program**

- see Italy

**WHO/World Health Organization**

- see Switzerland





## HONORARY CONSULS

Canadian business travellers can obtain urgent consular assistance from honorary consuls whose names, addresses and telephone numbers are listed below. For trade enquiries, please first contact the supervising mission noted in brackets.

### Angola, Luanda

(Zimbabwe, Harare)

**Cain, Allan**

Consulate of Canada

113 Rua Rei Katyavala Street

c.p 3360

Luanda, Angola

Telephone: (011-244-2) 44-83-71/

44-83-77/44-83-66

Facsimile: (011-244-2) 44-94-94

E-mail: [consul.can@angonet.org](mailto:consul.can@angonet.org) or

[dwang@ebonet.net](mailto:dwang@ebonet.net)

### Armenia, Yerevan

(Russia, Moscow)

**Emin, Artashes**

Consulate of Canada

25 Demirjian Street

#22 Yerevan, Armenia

Mobile Telephone: (011-3741) 401-238

Facsimile: (011-3742) 567-903

E-mail: [CANREP@ARMINCO.COM](mailto:CANREP@ARMINCO.COM)

### Australia, Melbourne

(Australia, Canberra)

**Moore, Thomas M.**

Consulate of Canada

Level 1, 123 Camberwell Road

Hawthorn East

Victoria 3123, Australia

Telephone: (011-61-03) 9811 9999

Facsimile: (011-61-03) 9811 9969

### Australia, Perth

(Australia, Canberra)

**Blake, Roger B.**

Consulate of Canada

267 St. George's Terrace 3rd Floor

Perth, Western Australia 6000, Australia

Telephone: (011-618) 9322-7930

Facsimile: (011-618) 9261-7706

### Azores, Ponta Delgada

(Portugal, Lisbon)

**de Sousa Lima, Filipe**

Consulate of Canada

Rua Antonio Jose Almeida,

27 1st floor Esquerdo

Ponta Delgada 9500-053

Sao Miguel, Azores

Telephone: (011-351-096) 281-488

Facsimile: (011-351-096) 281-489

E-mail: [canadapdl@mail.telepac.pt](mailto:canadapdl@mail.telepac.pt)

### Bahamas, Nassau

(Jamaica, Kingston)

**Nihon, Robert A.**

Vice - Consul **Brooks**, Mrs Monique

Consulate of Canada

Shirley St. Plaza, Nassau, The Bahamas

Postal Address:

Box SS-6371

Telephone: (242) 393-2123/4

Facsimile: (242) 393-1305

E-mail: [broks@bahamas.net.bs](mailto:broks@bahamas.net.bs)

### Belize, Belize City

(Jamaica, Kingston)

**Young, Lester**

Consulate of Canada

83 North Front Street

Belize City, Belize

Postal Address:

P.O. Box 610

Belize City

Belize

Telephone: (011-501) 2 33722/31062

Facsimile: (011-501) 2 30060

E-mail: [cdcon.bze@btl.net](mailto:cdcon.bze@btl.net)

### Bolivia, La Paz

(Peru, Lima)

**Arduz, Hector**

Consulate of Canada

2475 20 de Octubre Avenue

La Paz, Bolivia

Postal Address:

Casilla 10345

La Paz

Bolivia

Telephone: (011-591-2) 431 215

Facsimile: (011-591-2) 432 330

E-mail: [hector.arduz@dfait.maeci.gc.ca](mailto:hector.arduz@dfait.maeci.gc.ca)

### Botswana, Gaborone

(Zimbabwe, Harare)

**Bookbinder, Anne**

Consulate of Canada

Vision Hire Building

Plot 182, Queens Rd.

Gaborone, Botswana

Postal Address:

Canadian Consulate

P.O. Box 882

Gaborone, Botswana

Telephone: (011-267) 30-44-11

Facsimile: (011-267) 30-44-11

### Brazil, Belo Horizonte

(Basil, Brasilia)

**Taveira, Walter**

Consulate of Canada

Rua Paraiba, Room 1122, 9th Floor

30130-918 Belo Horizonte, MG

Federative Republic of Brazil

Telephone: (011-55-31) 269 8618/

342-1352

Facsimile: (011-55-31) 269-8789

E-mail: taveira@samarco.com.br

## Brazil, Rio de Janeiro

(Sao Paulo, Brazil)

**Delmar**, Jacky

Consulate of Canada

Rua Lauro Muller, 116

Room 2707, Torre Rio Sul-Botafogo

22290-116 Rio de Janeiro, R.J., Brazil

Telephone: (011-55-21) 542-9297

(011-55-21) 275-2039

Facsimile: (011-55-21) 275-2195

## Brazil, Salvador

(Brazil, Brasilia)

**Lavallee**, Dr. Marcel

Consulate of Canada

Ondina Apart-Hotel, Flat 311

Av. Presidente Vargas, 2400

Salvador, Bahia

40210-000 Brazil

Telephone: (011-55-71) 331-0064

Facsimile: (011-55-71) 203-8271

E-mail: marcel@quasar.com.br

## Bulgaria, Sofia

(Romania, Bucharest)

**Hampartzoumian**, Levon

Consulate of Canada

c/o Price Waterhouse Coopers,

2 Serdika Street,

1000 Sofia, Bulgaria

Telephone: (011-359-2) 980-8884

Facsimile: (011-359-2) 980-0404

Mobile: (011-359-48) 942-564

## Cameroon, Douala

(Cameroon, Yaoundé)

**Le Guerrier**, Luc

Consulate of Canada

c/o PRO-PME

Avenue de Gaulle 1726

Bonanjo, Douala (no mail to this address)

Cameroon

Postal Address:

B.P. 2373

Douala, Cameroon

Telephone: (011-237) 43-29-34

Facsimile: (011-237) 42-31-09

## Central African Republic, Bangui

(Cameroon, Yaoundé)

**Ferland**, Richard

Consulate of Canada

B.P. 973 Quartier Assana

Rue du Stade Barthelemy Boganda

Bangui, Central African Republic

Telephone: (011-236) 61-09-73

Facsimile: (011-236) 61-10-74

E-mail: oxfarmca@internet.cf

## Chile, Antofagasta

(Chile, Santiago)

**Osorio-Gausachs**, Isabel

Telephone: (011-55) 28-1291

Facsimile: (011-55) 28-5065

## Chile, Concepción

(Chile Santiago)

**Trucco**, Fernando Burrows

Consulate of Canada

Caupolican 245

Chiguayante

Concepción, Chile

Postal Address:

P.O. Box Casilla 425

Concepción

Chile

Telephone: (011-56-41) 36-75-53

Facsimile: (011-56-41) 36-81-85

## Colombia, Cartagena

(Colombia, Bogota)

**Mendez**, Zillah E.

Consulate of Canada

Edificio Centro Ejecutivo Bocagrande

Av. 3, No. 8-129

Of.1103

Cartagena, Columbia

Telephone: (011-57-5) 6655-838

Facsimile: (011-57-5) 6655-837

## Cuba, Guardalavaca

(Cuba, Havana)

**Di Tomasso**, Ms. Louise

Consulate of Canada

Villa Cabanas 15

Guardalavaca, Holquin Prov., Cuba

Telephone: (011-53) 24-30-290

Facsimile: (011-53) 24-30-290

Internet: luisa@guard.gvc.cyt.cu

## Cuba, Varadero

(Cuba, Havana)

**Makarchuk**, Ms. Lisa

Consulate of Canada

Calle 13 #422 entre Primero y Playa

Varadero, Cuba

Telephone: (011-535) 61-2078

Facsimile: (011-535) 66-7395

## Cyprus, Nicosia

(Syria, Damascus)

**Chrysostomides**, Eleni

Consulate of Canada

No. 1 Lambousa St.

1095 Nicosia, 1517, Cyprus

Postal Address:

P.O. Box 22115

Nicosia, Cyprus

Telephone: (011-357-2) 777-000

Facsimile: (011-357-2) 779-939

## Djibouti, Djibouti

(Ethiopia, Addis Ababa)

**Georgalis**, Dr. Nicolas

Consulate of Canada

P.O. Box 1188

Place Lagarde

Djibouti, Republic of Djibouti

Telephone: (011-253) 35-38-59/

35-59-50/35-15-81

Facsimile: (011-253) 35-00-14

## Dominican Republic, Puerto Plata

(Venezuela, Caracas)

**Hall**, Timothy

Consulate of Canada

Calle San Felipe, 29

Puerto Plata, Dominican Republic

Telephone: (809) 586-5761,

Pager: 1-809-546-6138

Facsimile: (809) 586-5762

E-mail: timhall@codetel.net.do

## Ecuador, Guayaquil

(Ecuador, Quito)

**Echeverria**, Felipe José Costa

Consulate of Canada

Avenida General Cordova 810 y

Victor Mauel Rendon

Edificio Torres de la Merced 4th floor

P.O. Box 4662

Guayaquil, Ecuador

Telephone: (011-593-4) 563-580

Facsimile: (011-593-4) 314-562

## Egypt, Alexandria

(Egypt, Cairo)

**Khairi**, Ahmed Mohamed Mahmoud

Consulate of Canada

Arab Express Shipping Co.

59 El Horria Street

Alexandria, Egypt

Telephone: (011-203) 490-9595

Facsimile: (011-203) 490-9696

## Eritrea, Asmara

(Ethiopia, Addis Ababa)

**Kusmu**, Mulugheta

Consulate of Canada

Andnet Street #87 and #89



Postal Address: P.O. Box 3962  
Asmara, Eritrea  
Telephone: (011-291-1) 18-19-40  
Facsimile: (011-291-1) 18-19-63  
(011-291-1) 18-42-41

### **Fiji, Suva**

(New Zealand, Wellington)  
**Vyas, Jana**  
Consulate of Canada  
c/o Canadian Airlines International  
P.O. Box 10690  
Nadi Airport,  
Suva, Fiji  
Telephone: (011-679) 721-936/724-489  
Facsimile: (011-679) 721-936

### **France, Lyon**

(France, Paris)  
**Dubois, Michel M.**  
Consulate of Canada  
21 rue Bourgelat  
69002 Lyon  
Telephone: (011-33-4) 72-77-64-07  
Facsimile: (011-33-4) 72-77-65-09

### **France, Strasbourg**

(France, Paris)  
**Hetzel, Jean-Jacques**  
Consulate of Canada  
Polymeres France  
Ried Street  
67610 La Wantzenau, France  
Postal Address:  
P.O. Box 17  
67610 La Wantzenau  
France  
Telephone: (011-333-88) 96-65-02  
Facsimile: (011-333-88) 96-25-17

### **France, Nice**

(France, Paris)  
**Felizzola, Michèle**  
Consulate of Canada  
c/o Agence de Voyages French Med'Tours  
64 Jean Médecin Avenue  
06000 Nice, France  
Telephone: (011-334-93) 92-93-22  
Facsimile: (011-334-93) 92-55-51  
E-mail: consulat.canada.nice@wanadoo.fr

### **France, Saint-Pierre and Miquelon**

(France, Paris)  
**Park, Felix**  
Consulate of Canada  
B.P. 4370  
16 rue Jacques Debon,

St. Pierre  
Saint-Pierre-et-Miquelon -97500, France  
Telephone: (011-508) 41-55-10  
Facsimile: (011-508) 41-75-32

### **France, Toulouse**

(France, Paris)  
**Guibert, Jacques**  
Consulate of Canada  
30 Strasbourg Boulevard  
31000 Toulouse, France  
Telephone: (011-335-61) 99-30-16  
Facsimile: (011-335-62) 73-52-99

### **Germany, Stuttgart**

(Germany, Bonn)  
**Schweiker, Theo**  
Consulate of Canada  
Lange Strasse 51  
D-70174 Stuttgart, Germany  
Telephone: (011-49-711) 223-9678  
Facsimile: (011-49-711) 223-9679

### **Greece, Thessaloniki**

(Greece, Athens)  
**Yakoumis, Konstantinos A.**  
Consulate of Canada  
17, Tsimiski Street  
Thessaloniki, Greece 546 24  
Telephone: (011-30-031) 256 350  
Facsimile: (011-30-031) 256 351

### **Greenland, Nuuk**

(Denmark, Copenhagen)  
**Danielsen, Lars Peter**  
Consulate General of Canada  
c/o Greelandair  
3900 Nuuk, Greenland  
Postal Address:  
P.O. Box 1012  
3900 Nuuk  
Greenland  
Telephone: (011-299) 322140,  
Mobile: 299 553-289  
Facsimile: (011-299) 329375  
E-mail: lpdaniel@greenet.gl

### **Iceland, Reykjavik**

(Norway, Oslo)  
**Bergs, Jon H.**  
Vice - Consul **Agustdottir, Ms. Krystbjörg**  
Consulate General of Canada  
Suðurlandsbraut 10  
128 Reykjavik, Iceland  
Postal Address:  
P.O. Box 8094  
128 Reykjavik  
Iceland

Telephone: (011-354) 568-08-20  
Facsimile: (011-354) 568-08-99  
E-mail: cantrade.canada@mmedia.is

### **India, Calcutta**

(India, New Delhi)  
**Goenka, Sanjiv**  
Consulate of Canada  
c/o RPG Enterprises  
Duncan House  
31 Netaji Subhas Road  
Calcutta, West Bengal 700 001, India  
Telephone: (033) 220-8515/9281/242-6820  
(direct)  
Facsimile: (033) 242-6828  
E-mail: consulate.canada@global.net.in

### **India, Madras**

(India, New Delhi)  
**Srinivasan, Venkataram**  
Consulate of Canada  
Dhun Building 3rd Floor  
827 Anna Salai  
Chennai 600 002  
Tamil Nadu, Republic of India  
Telephone: (044) 859-1402/852-9818  
Facsimile: (044) 852-9818/0420  
E-mail: cancons@md2.vsnl.net.in

### **Indonesia, East Java, Surabaya**

(Indonesia, Jakarta)  
**Markus, Alim**  
Consulate of Canada  
c/o P.T. Maspion  
Head Office  
JL. Kembang Jepun, No. 38-40  
Surabaya, East Java, Indonesia  
Telephone: (011-61-31) 354 4330/  
354-4475  
Facsimile: (011-62-31) 353-3055  
E-mail: canada@indosat.net.id

### **Ireland (Northern), Belfast**

(United Kingdom, London)  
**Rankin, Jeanne Marie**  
Consulate of Canada  
P.O. Box 405  
Belfast, Northern Ireland  
BT3 5BL  
Telephone: (011-44-1232) 660-212  
Facsimile: (011-44-1232) 687-798

### **Italy, Padova**

(Italy, Milan)  
**Tabacchi, Giuliano**  
Consulate of Canada  
Riviera Ruzzante, 25  
35123 Padova, Italy

Telephone: (011-39-049) 876-4833  
Facsimile: (011-39-049) 878-1147  
E-mail: consolato.padova@canada.it

### Italy, Sulmona

(Italy, Rome)  
**Leone, Laureano**  
Consulate of Canada  
Via Panfilo Mazara 26  
67039 Sulmona (Aquila), Italy  
Telephone: (011-39-0864) 212341  
Facsimile: (011-39-0864) 210158  
E-mail: conscan@arc.it

### Jamaica, Montego Bay

(Jamaica, Kingston)  
**Crichton, Lillian Jean**  
Consulate of Canada  
29 Gloucester Street  
Montego Bay, Jamaica  
Telephone: (876) 952-6198  
Facsimile: (876) 952-3953

### Japan, Hiroshima

(Japan, Tokyo)  
**Tada, Koki** (Consul)  
**Uemura, Yoshiki** (Vice-Consul)  
Consulate of Canada  
c/o Chugoku Electric Power Co. Inc.  
4-33 Komachi, Naka-ku  
Hiroshima 730-8701, Japan  
Telephone: (011-81-82) 246-0057  
Facsimile: (011-81-82) 246-0057

### Japan, Sendai

(Japan, Tokyo)  
**Akema, Teruyuki** (Consul)  
**Saito, Shigeo** (Vice-Consul)  
Consulate of Canada  
c/o Tohoku Electric Power Co. Inc.  
4th Floor Denryoku Bldg.  
7-1 Ichibancho, 3-chome, Aoba-ku  
Sendai, 980-8550, Japan  
Telephone: (011-81-22) 268-5030  
Facsimile: (011-81-22) 268-5030

### Japan, Sapporo

(Japan, Tokyo)  
**Fujita, Tsuneo** (Consul)  
**Hasegawa, Keisuke** (Vice-Consul)  
Consulate of Canada  
c/o The Hokkaido Bank Annex Bldg.  
(Bekkan)  
Oldori Nishi 4, Chuo-ku  
Sapporo, Hokkaido  
Japan 060-0042  
Telephone: (011-81-11) 219-0617  
Facsimile: (011-81-11) 219-0617

### Republic of Korea, Pusan

(Republic of Korea, Seoul)  
**Koo, Hyung-Woo**  
Consulate of Canada  
c/o Bumin Mutual Savings and Finance  
Corp.,  
Suite 32-1  
Daecheung-Dong 2-kA, Choong-Ku  
Pusan, Korea  
Telephone: (011-8251) 246-1124  
Facsimile: (011-8251) 247-8443  
E-mail: ha4022@chollian.net

### Kyrgyz, Bishkek

(Kazakhstan, Almaty)  
**Tazabekov, Marat**  
Consulate of Canada  
Moskovskaya Street 189  
720010, Bishkek  
Kyrgyz Republic  
Telephone: (011-996-312) 65-05-06  
Facsimile: (011-996-312) 65-01-01,  
65-02-04  
Internet: canada\_honcon@infotel.kg

### Lesotho, Maseru

(South Africa, Pretoria)  
HonCon position vacant, yet consulate is  
still  
operational  
Consulate of Canada  
Maseru Book Centre Kingsway, 1st Floor  
Maseru, Lesotho  
Postal Address:  
P.O. Box 1165  
Maseru 100  
Lesotho  
Telephone: (011-266) 311-256  
Facsimile: (011-266) 311-256

### Luxembourg, Luxembourg

(Belgium, Brussels)  
**Krier, Pierre**  
Consulate of Canada  
c/o Pricewater House Coopers  
16, rue Eugene Rupport  
BP 1443  
L-1014 Luxembourg  
Telephone: (011-352) 49-48-48-1  
Facsimile: (011-352) 49-48-48-2900

### Macedonia, Skopje

(Belgrade, Yugoslavia)  
**Gruevski, Zivko**  
Consulate of Canada  
12ta Udrna brigada 2a  
9100 Skopje, FYR of Macedonia

Telephone: (011-389-91) 116-420 /  
233-453 /255-630  
Facsimile: (011-389-91) 117-550

### Madagascar, Antananarivo

(Tanzania, Dar-es-Salaam)  
**Lachapelle, Serge Pierre**  
Consulate of Canada  
Villa 3H - Lot II J 169, Ivandry  
B.P. 4003  
Antananarivo 101, Madagascar  
Postal Address:  
P.O. Box 4003  
Antananarivo 101  
Madagascar  
Telephone: (011-261-20) 22-425-  
59/423-22  
Facsimile: (011-261-20) 22-425-06  
Cel: (011-261-30) 23-809-55  
E-mail: consulat.canada@dts.mg

### Malawi, Blantyre-Limbe

(Zambia, Lusaka)  
**Okhai, Kassam**  
Consulate of Canada  
Chirembene Highway  
P.O. Box 51146  
Blantyre-Limbe, Malawi  
Telephone: (011-265) 645-441/  
645-269/ 644-822  
Facsimile: (011-265) 643-446 / 652-298

### Malta, Valletta

(Italy, Rome)  
**Demajo, Joseph M.**  
Consulate of Canada  
Demajo House  
103 Archbishop Street  
Valletta, Malta  
Telephone: (011-356) 233-121 / 6  
Facsimile: (011-356) 243-147  
E-mail: canhcon@malta.net

### Mauritania, Nouakchott,

(Senegal, Dakar)  
**Taya, Jemila**  
Consulate of Canada  
Immeuble Abass I, Apartment 2  
Av. Charle de Gualle  
640 Nouakchott  
Islamic Republic of Mauritania  
Telephone: (011-222) 29-26-97  
Facsimile: (011-222) 29-26-98

### Malaysia, Kuching

(Malaysia, Kuala Lumpur)  
**Gardner, Robert**



Consulate of Canada  
Cardama Sdn Bhd  
12-B Wisma Ting Pek Khing  
#1 Jalan Padungan  
93100 Kuching, Sarawak, Malaysia  
Telephone: (011-60-82) 237 000  
Facsimile: (011-60-82) 414 333

### Mauritius, Port Louis

(South Africa, Pretoria)  
**Birger**, Philippe Marc  
Consulate of Canada  
18 Jules Koeing St.  
c/o Blanche Birger Co. Ltd.  
P.O. Box 209  
Port Louis, Mauritius  
Telephone: (011-230) 212-5500  
Facsimile: (011-230) 208-3391

### Mexico, Acapulco

(Mexico, Mexico City)  
**de Huerta**, Diane Mclean  
Consulate of Canada  
Centro Commercial Marbella  
Local 23  
esq. Prolongacion Farallon y Miguel  
Aleman  
Acapulco, Gro. C.P. 39690, Mexico  
Postal Address:  
Apartado Postal 94-C  
Estrella de Oro  
Mexico  
Telephone: (011-52-74) 84-1305  
Facsimile: (011-52-74) 84-1306  
E-mail: mcleand@canada.org.mx

### Mexico, Cancún

(Mexico, Mexico City)  
**Lavoie**, Daniel  
Consulate of Canada  
Plaza Caracol 11,3 Piso.  
Local 330  
Boulevard Kukulkan KM 85  
Zona Hotelera  
77500 Cancun, Quintana Roo  
Mexico  
Telephone: (011-52-98) 83 3360/3361  
Facsimile: (011-52-98) 83 3232  
E-mail: lavoied@canada.org.mx

### Mexico, Mazatlán

(Mexico, Mexico City)  
**De Romero**, Ms. Maria Fernanda  
Balcarcel Santa Cruz  
Consulate of Canada  
202 Rodolfo Loaiza Street  
PO Box 614  
82110 Mazatlán, Sinaloa  
Mexico

Postal Address:  
P.O. Box 614  
82110 Mazatlan, Sinaloa  
Mexico  
Telephone: (011-52-69) 13-73-20  
Facsimile: (011-52-69) 14-66-55  
E-mail: balcarf@canada.org.mx

### Mexico, Oaxaca

(Mexico, Mexico City)  
**May**, Frances (Ms.)  
Consulate of Canada  
Pino Suarez 700- 11B  
68000 Oaxaca, Oaxaca  
Mexico  
Postal Address:  
Apartado Postal 29  
Succursal C  
Colonia Reforma  
68050 Oaxaca, Oaxaca  
Mexico  
Telephone: (011-52-951) 33-777  
Facsimile: (011-52-951) 52-147  
E-mail: mayf@canada.org.mx

### Mexico, Puerto Vallarta

(Mexico, Mexico City)  
**Benoit**, Lyne Ms.  
Consulate of Canada  
Edificio Vallarta Plaza  
160 Zaragoza, Interior  
Primer Piso, Colonia Centro  
48300 Puerto Vallarta, Jalisco, Mexico  
Telephone: (011-52-322) 253-98/308-58  
Facsimile: (011-52-322) 235-17  
E-mail: benoitl@canada.org.mx

### Mexico, San José del Cabo

(Mexico, Mexico City)  
**Dillman**, Peggy Mrs.  
Consulate of Canada  
Plaza José Green  
Blvd. Mijares s/n  
Col. Centro,  
San José del Cabo, Baja California Sur  
23400 Mexico  
Telephone: (011-52-114) 243-33/845-91  
Facsimile: (011-52-114) 242-62  
E-mail: dillmanp@canada.org.mx

### Mexico, Tijuana

(Mexico, Mexico City)  
**Ripa**, Roberto Encinas  
Consulate of Canada  
German Gedovius No. 10411-101  
Condominio del Parque, Zona Rio  
22320 Tijuana, Baja California  
Mexico  
Telephone: (011-52-66) 84-0461

Facsimile: (011-52-66) 84-0301  
E-mail: encinasr@canada.org.mx

### Monaco, Monte Carlo

(France, Paris)  
**Brochu**, Liliane Roy  
Consulate of Canada  
Palais de la Scala  
1 Ave. Henry Dunant, Bureau. 1178  
MC 98000, Monaco  
Telephone: (011-37-7) 97-70-62-42  
Facsimile: (011-37-7) 97-70-62-52

### Mongolia, Ulaanbaatar

(China, Beijing)  
**Johnstone**, Christopher  
Consulate of Canada  
Diplomatic Services Building -95, Suite 56  
Ulaanbaatar, Mongolia  
Postal Address:  
PO Box 243  
Ulaanbaatar -210644, Mongolia  
Telephone: (011-976-1) 328-281,  
(011-976) 9911-2107  
Facsimile: (011-976-1) 328-289  
E-mail: canada@magicnet.mn

### Netherlands Antilles, Curaçao

(Venezuela, Caracas)  
**Fabro**, William H.L.  
Consulate of Canada  
PO Box 305  
2-4 Plaza JoJo Correa  
Curaçao, Netherlands Antilles  
Telephone: (599) 9 466-1115  
Facsimile: (599) 9 466-1122

### Netherlands Antilles, St. Maarten

(Barbados, Bridgetown)  
**Carbonneau**, Michel  
Consulate of Canada  
Simpson Bay Yacht Club, Bldg 9, Apt 5,  
Simpson Bay,  
St. Maarten, Netherlands Antilles  
Cell Telephone: (599) 5 45023  
Facsimile: (599) 5 45023  
E-mail: alex@sintmaarten.net

### Oman, Muscat

(Saudi Arabia, Riyadh)  
**Mossa**, Mohamed Bin Abdulla Moosa Al-  
Raeesi  
Consulate of Canada  
Flat No.310, Bldg 477, Way 2907  
Moosa Abdul Rahman Hassan Building  
A'Noor Street, Ruwi  
Muscat, Sultanate of Oman  
Postal Address:

P.O. Box 1275  
Muttrah  
Oman

Telephone: (011-968) 791-738/9  
Facsimile: (011-968) 791-740

## Pakistan, Karachi

(Pakistan, Islamabad)

**Avani Byram**

Consulate of Canada  
c/o Beach Luxury Hotel, 3rd Floor  
Moulvi Tamiz Uddin Khan Road  
Karachi-74000, Pakistan  
Telephone: (011-92-21) 56-0685/1031-7  
Facsimile: (011-92-21) 561-0673/0647  
E-mail: & avani@digicom.net.pk

## Pakistan, Lahore

(Pakistan, Islamabad)

**Saleem, Altaf M.**

Consulate of Canada  
c/o PAAF Building, 5th Floor,  
7D Kashmir Egerton Road,  
Lahore, Pakistan  
Telephone: (011-92-42) 636 6230  
Facsimile: (011-92-42) 636 5086  
E-mail: csapl@brain.net.pk

## Papua New Guinea, Port Moresby

(Australia, Canberra)

**Hiatt, Ronald**

Consulate of Canada  
The Lodge, 2nd Floor  
Bampton Street  
Port Moresby, Papua New Guinea  
Postal Address:  
P.O. Box 851  
Port Moresby  
Papua New Guinea  
Telephone: (011-675) 322-4800  
Facsimile: (011-675) 322-4824

## Paraguay, Asunción

(Chile, Santiago)

**Speratti, Juan A.**

Consulate of Canada  
Prof. Ramirez at Juan de Salazar  
Barrio Las Mercedes  
Asuncion, Paraguay  
Telephone: (011-595-21) 227-207  
Facsimile: (011-595-21) 227-208  
E-mail: jsperat@infonet.com.py

## Philippines, Cebu

(Manila, Philippines)

**Lee, Robert**

45-L Andres Abellana Street  
Cebu City 6000, Philippines

Telephone: (011-63-2) 53069 or  
254-4749

Facsimile: (011-63-2) 53068  
E-mail: robert.lee@cebumail.com

## Portugal, Faro

(Portugal, Lisbon)

**Afonso, Luis Filipe**

Consulate of Canada  
1 Frei Lourenço de Sta Maria Street,  
1st Floor  
Apartado 79, 8001-901 Faro  
Algarve, Portugal  
Postal Address:  
P.O. Box 79  
8001 Faro  
Portugal

Telephone: (011-351-89) 80-37-57

Facsimile: (011-351-89) 880-888

E-mail: metalofarense@mail.telepac.pt

## Puerto Rico, San Juan

(United States, Atlanta)

**Seymour, Rex D.K.**

Consulate of Canada  
Rex Seymour  
Box 194787 (S.J., Puerto Rico 00919-4787)  
107 Cereipo St.  
Alt. de Santa Maria  
Guaynabo, Puerto Rico 00969  
Telephone: (787) 790-2210  
Facsimile: (787) 790-2205  
E-mail: canada@kld.net

## Saudi Arabia, Jeddah

(Saudi Arabia, Riyadh)

**Zahid, Sheikh Talal Yousuf**

Consulate of Canada  
Zahid Tractor & H.M. Co., Ltd.  
Head Office, Al Salsabeel Street  
Mushrefah District, Jeddah, Saudi Arabia.  
Postal Address:  
P.O. Box 8928  
Jeddah 21492  
Saudi Arabia  
Telephone: (011-966-2) 660-5532/  
667-1156

Facsimile: (011-966-2) 669-0727

## Slovenia, Ljubljana

(Hungary, Republic of, Budapest)

**Obersnel, Joze**

Consulate of Canada  
Miklosiceva 19  
1000 Ljubljana, Slovenia  
Telephone: (011-386-61) 130 3570  
Facsimile: (011-386-61) 130 3575  
E-mail: canada.consul.ljubljana@siol.net

## South Africa, Durban

(South Africa, Pretoria)

**McElligott, Richard B.**

Consulate of Canada  
25 Marriott Road,  
Durban, 4001, South Africa  
Postal Address:  
Box 5448  
Durban 4000  
South Africa

Telephone: (011-27-31) 309-8434

Facsimile: (011-27-31) 309-8432

E-mail: rmcelligott@trematon.co.zoo

## Spain, Barcelona

(Spain, Madrid)

Honcon Vacant?

Consulate of Canada  
Paseo de Gracia 77, 3rd Floor  
08008 Barcelona, Spain  
Telephone: (011-34-93) 215 0704  
Facsimile: (011-34-93) 487 9117

## Spain, Malaga

(Spain, Madrid)

**Schwarzmann, John**

Consulate of Canada  
Horizonte Building  
3 Plaza de la Malagueta Bldg,  
First Floor  
29016 Malaga, Spain  
Postal Address:  
P.O. Box 99  
29080 Malaga  
Spain

Telephone: (011-345) 222-3346

Facsimile: (011-345) 222-4023

E-mail: cancon@microcad.es

## Suriname, Paramaribo

(Guyana, Georgetown)

**Smit, Anton Freddy**

Consulate of Canada  
Wagenwegstraat 50 Boven  
Paramaribo, Suriname  
Postal Address:  
P.O. Box 1449  
Paramaribo  
Suriname

Telephone: (011-597) 424-527/424-575/  
425-811

Facsimile: (011-597) 425-962

E-mail: cantim@sr.net

## Sweden, Malmo

(Sweden, Stockholm)



**Rantén, Anders**

Consulate of Canada  
c/o Canadian Oil Co. AB  
Verkstadsgatan 4  
233 51 Svedala, Sweden  
Telephone: (011-46-40) 40 23 51  
Facsimile: (011-46-40) 40 31 12

**Sweden, Göteborg**

(Sweden, Stockholm)  
**Granander, Ulf**  
Consulate of Canada  
c/o ACL Sweden AB  
Sydathlanten, Skandiamnen  
403 36 Göteborg, Sweden  
Telephone: (011-46-31) 64-55-80  
Facsimile: (011-46-31) 64-55-75

**Syria, Aleppo**

(Syria, Damascus)  
**Ismail, Mohammed**  
Consulate of Canada  
Al Rabat Ave. - Sector 12  
Hay El Sabil - 2  
P.O. Box 1250  
Aleppo, Syria  
Telephone: (011-963-21) 26-84-160  
Facsimile: (011-963-21) 26-84-100  
E-mail: mhismail@net.sv

**Thailand, Chiang Mai**

(Thailand, Bangkok)  
**Wangviwat, Nit**  
Consulate of Canada  
c/o Raming Tea Co. Ltd.  
151 Super Highway Tasala  
Chiang Mai 50000, Thailand  
Telephone: (011-66-53) 242-292/  
850-147  
Facsimile: (011-66-53) 242-616/  
850-147  
E-mail: cancon@loxingo.co.th

**Togo, Lomé**

(Ghana, Accra)  
**Gemmell, Roy**  
Consulate of Canada  
70 Avenue de Calais  
Société nationale des Chemins de Fer du  
Togo (SNCT)  
Canac International Inc.  
B.P. 340, Lomé, Togo  
Telephone: (011-228) 21-43-26  
Facsimile: (011-228) 21-22-19 or  
228-26-05-78

**Turkey, Istanbul**

(Turkey, Ankara)

**Tesal, Zubeyde Banu**

Consulate of Canada  
373/5 Istiklal Caddesi  
Beyoglu, 80050  
Istanbul, Turkey  
Telephone: (011-0-212) 251-9838  
Facsimile: (011-0-212) 251-9888

**Turks and Caicos Islands, Providenciales**

(Jamaica, Kingston)  
**McLean, Hugh**  
Consulate of Canada  
c/o Mclean/Mcnally  
PO Box 62,  
2001 Leeward Highway,  
Providenciales  
Turks and Caicos Islands  
Telephone: (649) 941-5245  
Facsimile: (649) 946 4277 or  
941-5988  
E-mail: Mclean@tcway.tc

**Uganda, Kampala**

(Kenya, Nairobi)  
**Campbell, Donald**  
Consulate of Canada  
IPS Bldg., Plot 14 Parliament Ave.  
Kampala, Uganda  
Postal Address:  
P.O. Box 20115  
Kampala  
Uganda  
Telephone: (011-256-41) 258-141/  
235-768 or 256 75 758-141  
Facsimile: (011-256-41) 234-518  
E-mail: canada.consulate@infocom.co.ug

**Ukraine, Lviv**

(Ukraine, Kyiv)  
**Wynnyckyj, Oksana**  
Consulate of Canada  
2 Bohomoltstia St. Apt. 5  
290006 Lviv, Ukraine  
P.O. Box 10249  
Telephone: (011-380-322) 97-17-72  
Facsimile: (011-380-322) 72-09-43  
Internet: oksmyr@link.lviv.ua

**United Kingdom, Cardiff**

(United Kingdom, London)  
**Jones, Dan Clayton**  
Mwyndy House, Mwyndy  
Pontyclun, Mid Glamorgan  
Wales CF72 8PN  
Telephone: (011-44-1222) 396455  
Facsimile: (011-44-1222) 377559

**United Kingdom, Edinburgh**

(United Kingdom, London)  
**Bell, Scott**  
Consulate of Canada  
Standard Life House  
30 Lothian Road  
Edinburgh, Scotland  
United Kingdom  
EH1 2DH  
Telephone: (011-44-131) 220-4333  
Facsimile: (011-44-131) 245-6010

**United Kingdom, Birmingham**

(United Kingdom, London)  
**Birch, David**  
Consulate of Canada  
55 Colmore Row  
Birmingham, United Kingdom  
B3 2AS  
Telephone: (011-44-121) 233-1000/  
214-1028  
Facsimile: (011-44-121) 214 1099  
E-mail: davidbirche@wragge.com

**Uzbekistan, Tashkent**

(Russia, Moscow)  
**Antonov, Alexander**  
Consulate of Canada  
Centre 5, No. 64, Apt 21  
Tashkent 700017, Uzbekistan  
Telephone: (011-998-71) 120-7270  
Facsimile: (011-998-71) 120-7270

**Venezuela, Porlamar**

(Venezuela, Caracas)  
**Bannon, Terrence Fredrick**  
Consulate of Canada  
Oficinas de Mosquito Coast  
Final Avda. Stgo. Marino  
Porlamar, Venezuela  
Telephone: (011-58-95) 613-475,  
641-404, 640-086,  
695-0258 (cel).  
Facsimile: (011-58-95) 634-818  
E-mail: mcoast@intercon.net.ve

**Yemen, San'a**

(Saudi Arabia, Riyadh)  
**Zabarah, Abdulmalik A.**  
Consulate of Canada  
4 Mogadishu Street, Hadda Road  
San'a, Yemen  
Postal Address:  
P.O. Box 340  
San'a, Yemen  
Telephone: (011-967-1) 208-811/  
2/3/4  
Facsimile: (011-967-1) 209-523

E-mail: yccnet@y.net.ye

### **Windhoek, Namibia**

---

(South Africa, Johannesburg)

**Uys, François**

Consulate of Canada

Metje-Behnses Building, 8<sup>th</sup> Floor

Independence Avenue

Windhoek, Namibia

Postal Address:

P.O. Box 239

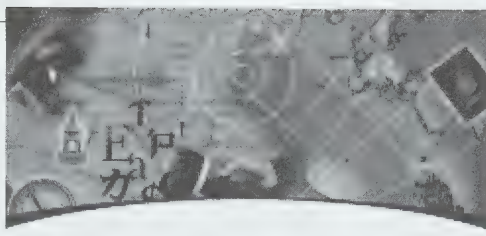
Windhoek, Namibia

Telephone: (011-264-61) 227-417

Facsimile: (011-264-61) 222-859

E-mail: uys@metjeziegler.com





## EMPLOYEES WORKING ABROAD

### A

|                                                      |    |
|------------------------------------------------------|----|
| Abe, Ms. Noriko - Japan .....                        | 21 |
| Abou-Guendia, Dr. Maher - United Arab Emirates ..... | 34 |
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